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Some National Legislators Who Know Sheep

The Sixty-seventh Congress of the United States will have the services of an unusual number of capable men who, in addition to their fitness for shaping all kinds of legislation, are also conversant with agriculture and livestock raising. We present on these pages the photographs of some of these men to whom other senators and Congressmen will look for complete and impartial information in regard to Western and agricultural matters.

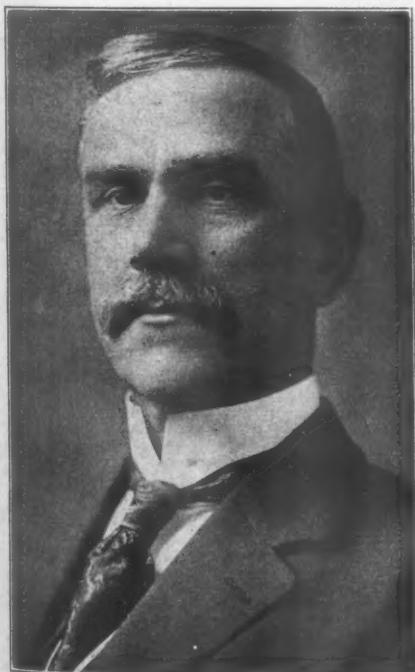
Senator Reed Smoot has represented Utah in the Upper House at Washington continuously since March 4, 1903. He was re-elected by an overwhelming majority last month, his vote being considerably in excess of that for the presidential electors. He is at present chairman of the Public Lands Committee and it has been announced that he will act as chairman of the

Finance Committee if Senator Penrose's health debars him from attendance at Washington. He is also a member of the Senate Appropriation Committee and six other important committees of that body. Senator Smoot is one of the few men at Washington who knows the sheep and wool business from herding on the range through to the manufactured product. He has always been a staunch supporter of the upbuilding of American industries and of the principle of protection.

Senator Francis Emroy Warren has served in the Senate since 1895. His term of service has been exceeded only by that of Senator Lodge of Massachusetts and equaled only by that of Senator Nelson of Minnesota. He is chairman of the Appropriations Committee, having relinquished his title to the

same position in the Committee on Military Affairs in order to devote his time more largely to the apportionment of funds to the governmental departments. He also serves on six other important committees. Senator Warren has always been a steadfast supporter of the agricultural and livestock interests as well as being conspicuous in the support of all measures calculated to strengthen the industrial and general welfare of American citizens. He has been extensively interested in sheep raising in Wyoming and in partnership with his son is still heavily interested in that business.

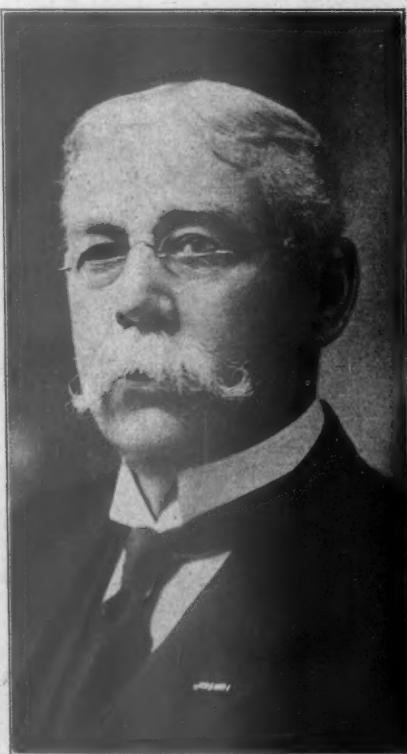
Senator-elect Francis R. Gooding will take his seat in the Upper Chamber with the convening of the first session



Senator Reed Smoot of Utah



Senator-elect Frank R. Gooding of Idaho



Senator Francis Emroy Warren, of Wyoming



Senator-elect R. N. Stanfield, Portland, Ore.



Congressman Claude B. Hudspeth of the 10th Texas District

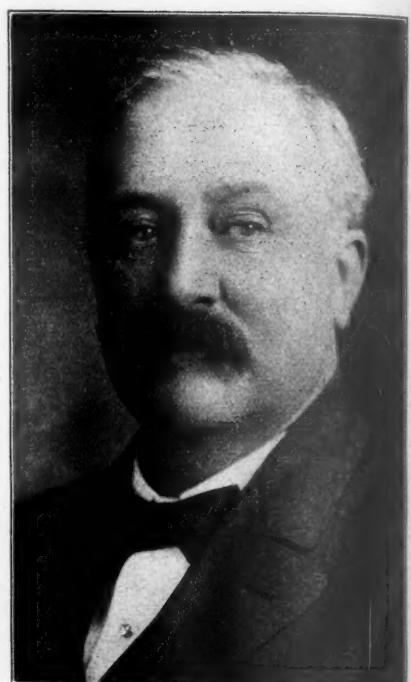
called by the new administration. Senator Gooding was president of the National Wool Growers Association from 1911 to 1913 and it was under his direction that the publication of the National Wool Grower was begun by Dr. S. W. McClure. He has for many years been a large wool grower in southern Idaho and at the same time served two terms as governor of that state. Livestock interests will have no better posted and no more able exponent to adjust their interests to the national welfare through the deliberations and actions of the United States Senate.

Senator-elect Robert N. Stanfield has been one of the largest and best known sheepmen operating in Idaho, Oregon and the Northwest. He has served as speaker of the house in the Oregon legislature and enjoys the distinction of being known as a keen thinker and an excellent public officer.

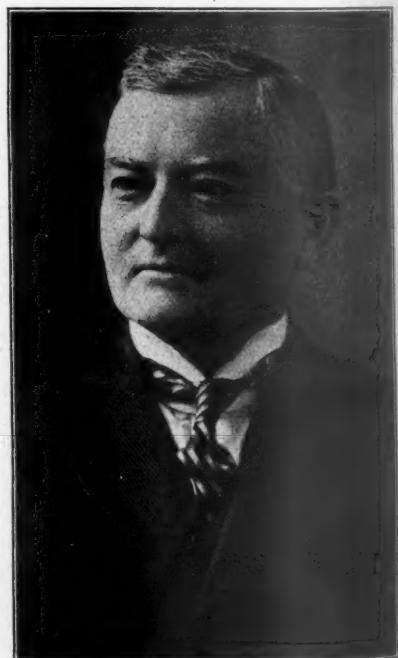
Congressman John N. Garner has been the Democratic representative from the 15th Congressional District of Texas continuously since 1903. He is particularly well known to Western livestock interests as a result of his successful, single-handed campaign in Congress in 1913 to retain a tariff of 15 per cent on mohair, while wool was relegated to the free list.

Congressman Joseph W. Fordney has represented the 8th District of Michigan continuously since 1919 and was re-elected this fall. He is chairman of the House Ways and Means Committee. This committee frames all revenue and tariff bills.

Congressman Claude B. Hudspeth began his first term as representative from the 16th Congressional District of Texas in 1919, and was re-elected by a substantial majority over his Republican opponent to that position at the recent election. Congressman Hudspeth has taken a special interest in securing funds for the extermination of predatory animals. He also writes the National Wool Grower that he is in favor of a tariff for revenue on raw materials, to include wool, hides, cattle and farm products. In private life Mr. Hudspeth is a lawyer and a breeder of thoroughbred cattle and sheep.



Congressman Joseph W. Fordney of Michigan.



Congressman John N. Garner of the 15th Texas District.

His Last Buffalo

By Will C. Barnes

The flickering light of a small camp fire, threw strange, uncanny shadows on the pink sandstone cliffs that towered hundreds of feet above it. In the shelter of a huge cave worn into the sandstone by ages of wind and weather, was located a sheep herder's camp. In front of the cave the ground sloped steeply down into that great open plain in northern Arizona known as "Houserock Valley," a huge grassy basin lying north of the Grand Canyon of the Colorado into which stream the Houserock "wash" flowed, when there was any water in it to flow.

On this slope in a little opening in the scrawny cedars and pinons that fought for existence among the talus at the foot of the cliffs, lay 1,500 Merino ewes and their lambs, comfortably "bedded down" for the night.

Before the fire sat two figures; a boy of perhaps 15 or 16, and an old man whose wrinkled face and spare figure, together with his long, patriarchal beard, as white as snow, indicated the passing of many moons.

Both were unmistakably Mexicans and their conversation was in that language. An odd couple indeed, even in a sheep camp where strange racial combinations are not uncommon. But labor was scarce and hard to get. The boy was a good sheepherder, albeit a little young, for full responsibilities along certain lines.

So the owner had hired him with his aged grandfather, in his day a first-class sheepherder, who although too old for active work, was brought along to advise the boy in case of need, also to help about the camp, pack water on a burro, gather fire wood and keep an eye on the herd whenever the lad must seek for "cuts" or small bunches of strayed sheep.

"Tell me, grandfather," said the youth, "of the old days so long ago, in New Mexico, when you were a boy and fought the thieving Navajos who would steal the sheep from our people. But most of all, tell me of the great buffalo hunts that took place every

fall when all the men that could be spared took their guns and lances and rode out into the buffalo country of the "Llano ano estacado," the "staked plains," east of the Pecos River, there to kill the winter's meat for the whole village."

The ancient's eyes lit up with the fires of early youth. His hand gripped the iron gancho with which he had been idly marking brands upon the sand before him.

"Ah muchacho mio," he exclaimed, "those were the days when men were men indeed. **Los Indios**, the Navajos—they loved to steal our sheep and horses and even take away our women as captives. Thine aunt, thy **Tia Jose-**

October," he continued, "that the fall buffalo hunt generally took place. From every village went the men and youths mounted on their best horses while the women rode on the **carretas**. Of guns we had but few and those mostly the long, thick barrelled buffalo guns so heavy they could not be held to the shoulder to fire and one must shoot them as they lay across the saddle, the swift horse running so close to the animals that no aim was needed. Only the older men of the party had such guns, the youngsters carrying long keen lances with sharp blades, or bows and arrows with which they killed many of the younger animals, often driving the arrows clear through their



They Ceased Running and Began to Graze.

fita, did they not carry her off a mere child and keep her a slave for ten long years until the brave Baca and his **compañeres** rescued and brought her home to us, leaving in their trail, scores of dead Navajos."

"But el Bisonte," persisted the boy, "tell me, grandfather, of the buffalo hunt."

"Ah," continued the old man, "would that thou couldst have seen the great herds of those noble animals that once covered the whole country like the sage brush on the desert. Only the good **Dios** himself knew their number and as for meat did not a single one furnish food for many days for one family?"

"It was in this very month of

bodies, so expert were they in using them. Often they dispatched wounded buffaloes with the lances which was indeed dangerous work, especially if one's horse was tired from the long chase."

"Aye di mi; aye de mi," and the old man's face lit up with the exciting scenes his words recalled, "couldst thou but have seen the brave show we made when starting from home, what with the huge **carretas**, their great, clumsy wooden wheels squeaking like a pack of hungry coyotes at sunrise, the shouts of the riders as they swung their horses back and forth on the reins to train them for the hunt, the dogs barking and fighting, the women and children running along-

side the caravan crying, '**Adios, adios, buena ventura, buena ventura**,' good luck, good luck."

"Sometime we were gone two months, for often the buffalo were driven far back from their regular trails and feeding grounds, far out into the mighty prairies lying to the east of the Pecos River, the wonderful **Llano estacado**—the staked plains of western Texas.

"When we had crossed that treacherous river with its deadly quicksands we must be ever on our guard against the raids of the devilish Kiowas or Comanches, who were more dangerous by far than those skulking, cowardly Navajos, who dared not meet face to face those bold riders of the plains. And they were brave, those Comanches for they scorned the ways of the Navajos and their more cowardly cousins, los Apaches, who skulked behind rocks and bushes, or lay in wait for their victims in rough canons where they could kill with little risk to their precious selves. Not so **los** Comanches or their neighbors, the Kiowas, for they came boldly out into the open, riding their fine horses like **caballeros**, indeed.

"And, when at last, after leagues of travel, we reached the hunting grounds and had built a safe and comfortable camp by some prairie-lake or water hole, scouts were sent out to locate the herd. Once we had found the buffalo, the chief hunters would select their men and at a given signal each party would dash out from the shelter of some grassy hill, straight for the great animals who often-times were so many as to cover the prairie as thickly as would a thousand herds of sheep.

"The men with guns rode first while those with lances and bows followed, all mounted on their very best horses, many without saddles, so as to give the horses every chance to close in on the game. Frequently some reckless rider would force his horse so close against a buffalo that his knees would touch its side. Once I saw a mere boy, so excited by the race that having fired his last arrow into the body of a huge bull without bringing him down,

threw himself from his flying horse right astride the buffalo. There, grasping with one hand the tangled mane of the maddened animal, he drew from his belt his long, keen hunting knife and plunged it again and again into the very vitals of the shaggy monster between his legs. As the buffalo fell to its knees, the blood pouring from its nose, Don Roman, our splendid leader, rode up to the boy, reined in his horse so that the lad placing his foot upon that of Don Roman, vaulted lightly up behind him and was quickly carried out of danger."

The old man's eyes fairly blazed as for an hour he drew his graphic picture of the old buffalo hunting days. He paused finally in his recital, took from the leather pouch at his belt a slip of yellow corn husk, placed in it a few pinches of tobacco and placidly rolled a cigarette. Anticipating his need the boy pulled from the coals the red hot **gancho**, or pot hook, at whose glowing point he lighted his smoke.

"And when thou had slain of the great beasts sufficient for the winter's meat; what then," queried the boy, anxious for every detail of the great hunt of by-gone days. The old man puffed vigorously at his cigarette, poured from his nostrils two streams of smoke, threw the end of the cigarette into the fire, and continued:

"When the horses were tired from the chase, for it was, indeed, hard work, and the ground was dotted with dead buffalo, the oxen were yoked to the great carts and driven to where lay the dead animals. Everybody, men, women and boys, for we took with us enough of the women to preserve the meat and hides, began skinning and cutting up the carcasses and hauling them back to our camp. What a feasting and merry-making there was that night. We sat around the campfires of buffalo chips—for of wood there was none on those plains—and cooked and ate until we could hold no more. Then, if we had secured all the meat we could carry on the **carretas** and on pack animals, we moved back to the valley of the Pecos, where along its banks in the great cottonwood groves we found plenty of wood with which to smoke

and cure the meat, and trees between which to hang the long, rawhide reatas which the women hung thickly with long, thin strips of meat to dry and cure in the sun. This was the '**carne seca**' or 'jerky' of **los Americanos**. Often we cut down many trees and used the limbs for places upon which to hang the meat for drying. What gay times were those in the camps. Hard work all day with feasting, dancing and merriment each night. Occasionally a band of Comanches would raid a meat drying camp but we were always on guard against such attacks and except for a horse or two driven off or perhaps one of our work oxen speared, they did us little harm.

"The older women took especial pains with the hides which they tanned for beds and robes. These they sewed into huge bags into which the dried and smoked buffalo meat was packed and then piled high onto the carts to be hauled by the oxen back to the Pecos and the Rio Grande.

"And what a home-coming there was. As the long lines of heavily laden carts came into sight of the town, everybody there, men, women, children and dogs, came out to meet us. Not now did the great wheels of the **carretas** squeak and wail so terribly, for were they not well greased with the fat from the buffalo of which the women had saved great quantities which they had tried out before the camp fires and poured into huge wooden moulds chopped from the cottonwood trees? When hard, it was piled upon the carts like wood.

"Ah, boy; if only thou couldst have seen those great animals with their shaggy coats and huge heads with the little devilish eyes and black, sharp horns. But **Aye de mi**" and the old man sighed, "they are gone forever; **que lastima, que lastima**: what a pity, what a pity."

A few days later the boy had his sheep grazing contentedly in a long draw or swale about a mile from the camp by the pink cliffs. He had taken his pony with him that day intending to ride over to a deep wash about four miles from the camp, in the banks of which he had noticed a cave or den.

were he fancied, perhaps, a coyote might have made her home. One of the chief duties of a sheepherder is to make constant war upon this skulker of the desert, and besides, a good coyote skin well taken off brought from ten to fifteen dollars at the Indian trading post near Lees Ferry.

Leaving his sheep to themselves the lad rode towards a high ridge beyond which he had not set foot since coming to the Houserock Valley, for it marked the line beyond which the cattle men would not allow his charges to graze. As he reached its crest the pony pricked up his ears and fixed his eyes upon a dark mass, almost obscured by a great cloud of dust that was moving across the valley below him. Thinking it a bunch of cattle the boy watched it idly. Then the wind blew the dust cloud to one side and as the air cleared a little he noticed the animals were all of one color, a tawny brown with short legs, and heads hidden in a great mop of shaggy hair. The boy rubbed his eyes in amazement and wonder. Almost instantly he recognized them. "The buffalo, the buffalo," he cried rapturously. His dreams had come true at last, for here in the desert valley was a herd of those monsters of

the staked plains of which his grandfather had so lately told him.

In an ecstasy of delight he watched them lumber across the valley before him. Then, as they ceased running and began to graze he thought of the old man in camp—what a joy it would be to him to see again those beasts of the long ago. Perhaps even they might have a buffalo hunt with a feast of buffalo meat. Did not the *viejo* have with him his old rifle, a great, heavy octagonal barrelled affair that was longer than he, Felipe, himself and so heavy that he was unable to hold it out but must rest it across some rock or limb when he fired it? Instantly his pony was turned towards camp, his sheep forgotten for the moment.

The old man was sitting in camp sewing with awl and heavy thread the rawhide soles of a pair of teguas, a form of moccasin created from the uppers of a pair of leather boots, the soles of half cured rawhide shaped while soft and pliable over a form or last.

Eagerly the lad told of his discovery in the great valley, and as eagerly did the old man ply him with questions; their size, color, shape, etc. He nodded

his head sagely with each answer from the lad.

"Never have I heard of the buffalo west of the Rio Grande," was his comment. "We are far to the northward of the staked plains but as the buffalo herds migrated each year to the north these must be some that have perhaps worked their way to this distant spot."

The old hunter was eager for the chase. Already had he drawn the long rifle from its rawhide scabbard in which it was always kept, wrapped in pieces of soft cotton cloth well oiled.

From the cartridge belt he took a dozen cartridges which he slipped into the magazine, the weapon being one of the very earliest of the repeating rifles manufactured in the early 60's.

"Wilt thou give me thy horse, child," the old man queried, "that I may hunt in the olden-time manner. Of a truth thy pony is swift as the coyote and will carry me bravely along side of at least one of the buffalo who can run like the wind and never tire. With thy pony and this good rifle if they indeed be buffalo, thou shalt see them killed as did thy father before thee when he was no older than thee."

Quickly the boy took his saddle from
(Continued on page 44.)



The Sheep Were Grazing Peacefully in the Valley.

EASTERN SHEEP AND WOOL SITUATION

The Eastern sheepman is not a sheepman in the sense that applies to the Western sheepman. Our sheepmen are usually farmers with a flock of sheep kept as a side-line. A fact, apparently not well understood by many of the more-sheep enthusiasts of the period now just past, is that one-third of the sheep in New York state are maintained on farms located in five or six of the best farming counties in the state where land is the highest in value. On these farms we find big, healthy ewes grazing over the various fields of the farm, following the binder and turning waste into profit. Very few of the men with good flocks of sheep are selling out. There has been quite a movement of cull ewes because during the past year they have not been profitable. The intelligent farmers with good breeding ewes are holding and in some cases buying more at present prices.

The present wool situation is bad enough but the Eastern owner of good breeding ewes can play the game out better than the Western man whose eggs are perhaps all in one basket. A. T. Kelsey, of Mecklenburg, New York, who runs three flocks of commercial ewes of fifty head each, remarked to me the other day, "I can make money out of my ewes from the sale of lambs alone." His lambs brought him nearly \$1,400 this season, and were not fed at either end of the season, a milk and grass proposition.

The need for select breeding ewes is apparent. There is no better type of farm ewes than Westerns if they are the best. In western New York, in many sections, the industry is on a western ewe foundation. Unfortunately one carload of Western ewes last year spread scab in at least ten flocks in one county.

The state organization of sheepmen is conducting a pool of unsold 1920 wool. The wool is being shipped to a central warehouse and graded by a man long associated with grading for the wool trade.

The men of stability are going ahead and if lamb prices do not go to too low levels we can preserve our sheep industry and wait for a wool market.

MARK J. SMITH.

PACKERS SEEK DISPOSITION OF THEIR STOCK YARDS PROPERTY

The injunction granted by the Supreme Court of the District of Columbia, upon application of Attorney General Palmer required, among other things, that packers should dispose of their interests in stock yard companies. Two plans of accomplishing this have been rejected by the court. Now comes a third attempt, filed on behalf of Morris & Company.

Mr. Edward Morris, president of Morris & Company, states that in submitting this plan his company wanted this matter settled without further delay, and, as these holdings could not be disposed of at this time on account of the financial situation, the Morris defendants had suggested to the court that all of their capital stock be immediately surrendered and cancelled and other certificates issued in lieu thereof in the name of some trust company to be designated as trustee to hold and vote the stock until it can be sold to people outside of the packing industry; and that they also would immediately resign all positions with the yards and terminals, taking all Morris defendants out of the management or control of these properties, and thus immediately comply with the spirit and intent of the decree.

The capital stock will then be disposed of just as quickly as possible, offering it first to the livestock men, then the stock of each company separately to people living in the vicinity of the various plants, then to the common carriers, and lastly to the general public; and whatever is not disposed of within a limited time will be offered by the court at public auction to the highest bidder for cash.

Mr. Morris pointed out that it was in the interest of both producers and consuming public that these properties

should be managed and controlled by people interested in, and identified with, the industry. He expressed the hope that the livestock men would avail themselves of the opportunity now afforded them to get these yards.

Morris & Company entered into the agreement with the Attorney General in good faith and now we propose to carry out and observe the decree accordingly.

The application as referred to above shows the Morris interests as holders of stock in seven yards to the extent of about \$1,500,000.

CALIFORNIA UNIVERSITY SHEEP AT PACIFIC INTERNATIONAL

The showing made by the University of California in the fat sheep classes at the recent Pacific International Live Stock Exposition at Portland, added new laurels to that institution and put more feathers in the cap of George Philip, the Scotch shepherd, who fitted the California woolies.

Owing to the impossibility of taking to the show more than one carload of livestock of all classes, only three sheep were given tickets to Portland. There were two yearling Southdown wethers and one yearling cross-bred wether. In the face of strong competition, the California delegates walked out of the ring with the grand championship, first, second, and third, and pen,—just about all that three sheep could walk out with.

Further testimony as to the ability of George was the fact that two of these wethers were fitted as lambs and won at the 1919 International at Chicago.

A ration of oats, bran, oil meal, alfalfa hay and green alfalfa put on the flesh that brought home the bacon to the university.

Every wool grower will wish to follow national legislation on matters pertaining to livestock and agriculture. The National Wool Grower will aim to give you the best information obtainable on the work being done. So don't forget to renew your subscription.

Sandy's Trip to Market

By Hugh Sproat

"Yes, man, and when will we be starting for the shipping place?"

"How are the lambs, anyway, Sandy?"

"Weel, I've seldom had them better. Ye ken, they got a fine start and have come on right along, without any setbacks whatever; they're in fine bloom, and we mauna keep them much langer. A saw a bunch o' February lambs gaun thru a while back, they were big lambs but they wer'na guid, their 'oo was dry looking. Yer pardin for suggesting it, but I'd say, may be Monday week, that wad gie us lots o' time on the trail."

"All right, Monday week it will be, I'll order the cars for that date. The railroad company has already been notified that we will ship about the 21st and two days later will not inconvenience them any. Have the bands at the corrals the morning of the 22nd, put the lead band in the corral and have the other two bands on the water below the station. We will cut all the bands that evening and order the power for daylight. If we cannot get an engine we will have them spot the cars the day before and try and get the section gang to help move them as loaded."

"A' right, the morning of the 23d, A'll be there."

"Yes, but you had better call up when you reach the Ranger Station. It is quite possible that there may be some delay in getting cars and we don't want to get caught without feed if we have to lay over."

It is the morning of the 19th. "Hello, is this 1440? Blank Mountain Ranger Station calling and wants you to pay for the call."

"No cars in sight, Sandy, put the bands on to the best feed you can find, and we will let you know when we will load."

"A' dinna much like this lyin' aroon business, the feed is lots drier than it was on the back range, and while the lambs are no showin' it yet, they will

shrink fast, if we canna get oot o' here."

"That's so, Sandy, but you know we cannot say what we think about the railroads over the telephone."

"Weel, if we dinna get cars in a day or twa, they'll need mair than yae smokechaser aroon this pairt o' the country."

Sandy was sore. The lambs which he had been so proud of were beginning to go back on him. We did ship the 30th. Started loading at daylight and in two hours the job was done. The power was there at daylight, and

standing between the shipper and the railroad and a determined effort on the part of the former to live up to his word might help both parties.

When shipping lambs it is most essential that they be loaded as early as possible. Better have them hungry than hot.

But to return to Sandy—He wanted to see the lambs marketed and the two of us climbed aboard, a couple of "toots," a wave from the conductor, and we were on our way. That engineer knew his business. We dropped down the grades and around the curves



Serving Lamb at an Indiana Farmers' Picnic.

the lambs and loading crew were ready, and in the cool of the August morning the work was done quickly and easily. Right here it might be well to say that the outfit Sandy works for have never in the last ten years fallen down on what they have told the railroad dispatcher. Sometimes the railroad has fallen down doing its part, but not often. When it finds that, due to unforeseen circumstances, it cannot deliver the cars as agreed, its agent has immediately notified the shipper and explained why. A little more under-

without a jar. The cars were not too heavily loaded, about 142 seventy-pound lambs to the deck, and when the conductor stopped for us to give the train a look over, we found all the cars in fine shape.

There is very little trouble for the attendants with a shipment of straight lambs. A bunch of fat old ewes is a different proposition to handle. In fact, it is often advisable to put a partition across each deck at the door to keep them from swinging the full length of the car, and as a consequence

piling up on each other in the ends. Any dead sheep should be immediately removed.

We made the junction with the main line without much delay and were informed that we were going out on a fruit train as soon as the icing was completed. Nowadays when you are waiting for anything to be completed by the railroad, you can figure on lots of time for dinner; in fact, if supper can be crowded ahead a little, you can get supper too. One hour passed quite slowly. Sandy took several walks along the side of his charges. They were taking life philosophically. We were too, but when two hours had passed, we were both getting our Scotch up. Finally the icing was completed and after a delay of almost three hours we were on our way, a solid train of refrigerator cars with our stock on the tail end. We could see ourselves in Montpelier, our first unloading point before daylight.

Thru Kuna, Mora and Owyhee, we went without a stop, but that was the best we did. Orders at Orchard threw us off our schedule and we had to sidetrack at Cleft for Ex—going west, ten minutes there and twenty more at Slade for another meet, 15 minutes more at Mountain Home for some cause or other, and 25 minutes at Reverse while a big drag of coal came heavily up the Medbury grade. By this time even the conductor was out of patience, and a perusal of his time sheet, as we dropped down the grade, showed No. 5 due in Medbury in thirty minutes, not leaving us enough time to make the next siding. Thirty minutes there before No. 5, the Fast Mail, with two big engines pounded through with all the steam and speed they could develop, gathering momentum for the worst grade the O. S. L. has to contend with. "Eh, mon," said Sandy, "A dinna grudge twenty meenits to see that," and it was really a sight worth seeing. But we did resent the ten minutes we waited for No. 19, and when informed that further delay was caused by a wait for Extra 54-40, we felt we had reached the point where friendship ceased. When another long train of coal cars

slowly pulled in we felt as though the increased rates were not improving the service. Fifty-five minutes on a side track watching other trains go past, and a curt reply to get off the line, from the dispatcher, when complaining of the treatment, does not improve a shipper's feeling toward railroads in general.

"A've worked early and late wi' the sheep tae hae the lambs guid, but was it Shakespeare who said something about Love's Labor Lost? That's the way A' feel aboot it noo."

And Sandy felt worse than that when we unloaded at Pocatello and had to feed hay, and worse still when we loaded up with not half the lambs watered as it is almost impossible to get our range lambs to drink out of troughs. However, a good fat lamb stands a lot of rough usage and if a band of lambs has not begun to shrink too heavily before loading, they can, with a little water and less feed still look attractive to the packer buyer at their destination.

The care of lambs at the first unloading place is quite a problem. Very often the attendant in charge of the shipment has a job on his hands to prevent serious loss through over drinking. In fact, many shippers now are feeding hay and watering from the troughs in the pens, feeling that too little is better than too much. One experience of water founder with a shipment is almost all one cares to experience. Some shippers feel as though they are immune from such trouble, but let them get a shipment loaded in the heat of the day, perhaps thirsty when loaded, and unload again about midday; then the dry pen with the hay is the safer bet.

When lambs are in a pasture, a little attendance is absolutely necessary. Otherwise the lambs will spend most of their time stringing around the fence. An experienced shipper will be with his charges practically all the time.

It is often advisable to drop a car at this stage, as lambs loaded around 280 to the car at the first loading will ride 300 to the car and where the shipment amounts to 14 or 15 cars, one

car can be dropped without trouble of overloading developing.

As a usual thing there is very little to do with a band of lambs after the first twelve hours. The only trouble is getting enough out of the shipment to pay the pasture bill which, unlike the cost of living, has forgot there is a limit to what the traffic will stand. But this remark applies equally to commission and other charges.

Sandy saw his lambs top the Chicago market, and while they were better than any other shipment on the market the two days we were there, they were no more like the lambs that left the range than the League of Nations is like a permanent peace. They looked as though they had been on a hunger strike.

"A can plainly see where the sheepmen have either to hang together or hang separately; noo in the matter of freight rates, if the sairvice improves with the jump in price, a' weel and guid, but if the sairvice we got this trip is a specimen, then the Lord help us. An fower cents a day for a lamb's grass, is jist plain highway robbery. But A'll swear A' dinna ken what A'd raither be, a president o' a railroad, an owner o' a feed yard, or a commission man. They a' tak what they want, and God knows their wants are no sma'. A've made up ma mind, that a man wha tries to run sheep is just plain fule."

Small sheep breeders of western Washington are combining to build community sheep dipping vats for eradicating ticks. Handicapped by the lack of facilities for freeing their flocks of this pest, eight farmers near Chehalis, under the leadership of the county agent, built a vat twenty feet long, two feet wide at the top, eight inches wide at the bottom, and with a seven-foot slope up to the draining pen, which was ten feet square. The entire structure was of concrete and cost each farmer about \$4.

Plan to attend the Fifty-sixth Annual Convention of the National Wool Growers' Association to be held in Salt Lake, January 17, 18 and 19.

[The earlier the N. Crim State in Th Spai rem coun night who who mou Spai sout Man put a cacy, five Spai a fl ye whi valu thei own goe eight syth. T mil sev a li abo own into and pub call "T in kin her per wh for erm cou the whi kin fer

The Sheep Walks of Spain

[This interesting description of the earliest large sheep industry was sent to the National Wool Grower by Major M. L. Crimmins of the Third Infantry, United States Army. It was first printed in 1764 in The Gentleman's Magazine of London.]

There are two kinds of sheep in Spain. The coarse wooled sheep who remain all their lives in their native country, and who are housed every night in winter; the fine wool'd sheep, who are all their lives in the open air, who travel every summer from the cool mountains of the northern parts of Spain, to feed all the winter on the southern warm plains of Andaloufa, Manca, and Extramadura. From computations made with the utmost accuracy, it has appeared, that there are five millions of fine wooled sheep in Spain, and that the wool and flesh of a flock of ten thousand sheep produced yearly about twenty-four reals a head, which we will suppose to be near the value of twelve English sixpences; of these but one goes clear a head to the owner yearly, three six-pences a head goes yearly to the king, and the other eight go to the expences of pasture, sythes, shepherds, dogs, salt, sheering, etc.

Thus, the annual product of the five millions of sheep amounts to thirty-seven millions and a half of six-pences, a little more or less, of which there is about three millions and a half for the owners; above fifteen millions enter into the treasury, and seven millions and a half go to the benefit of the public. Hence, it is the kings of Spain call these flocks in their ordinances, "The Precious Jewel of the Crown."

Formerly this jewel was really set in the crown, a succession of many kings were lords of all the flocks; hence that great number of ordinances, penal laws, privileges, and immunities which issued forth in different reigns for the preservation and special government of the sheep. Hence a royal council was formed under the title of the council of the grand royal flock, which exists to this day, though the king has not a single sheep.

Various exigencies of state, in different reigns, alienated by degrees, the

whole grand flock from the crown, together with all its privileges, which were collected and published in the year 1731, under the title of the laws of the royal flock; a volume in large folio of above 500 pages. The wars and wants of Philip the First's reign forced that king to sell forty thousand sheep to the marquiss of Iturbia, which was the last flock of the crown.

Ten thousand sheep compose a flock, which is divided into ten tribes. One man has the conduct of all. He must be the owner of four or five hundred sheep, strong, active, vigilant, intelligent in pasture, in the weather, and in the diseases of sheep. He has absolute dominion over fifty shperds and fifty dogs, five of each to a tribe. He chooses them, he chastises them, or discharges them at will; he is the Prepositus or chief shepherd of the whole flock. You may judge of his importance by his salary, he has forty pounds a year and a horse, whereas the first shepherd of a tribe has but forty shillings a year, the second thirty-four, the third twenty-five, the fourth fifteen, and a boy ten shillings a year. All their allowance is two pounds of bread a day each. They may keep a few goats and sheep in the flock, but the wool is for the master; they have only the lambs and the flesh. The chief shepherd gives them three shillings in April, and three in October, by way of regale for the road; and these are all the sweets these miserable wretches enjoy. Exposed every day in the year to all weathers, and every night to lie in a hut. Thus fare and thus live, generally to old age, 25,000 men who cloath kings in scarlet and bishops in purple; for that is the number computed to keep the fine wooled sheep of Spain, with the same number of dogs of the large mistaff-kind, who are allowed two pounds of bread apiece a day. I often saw these flocks in the summer sheep walks of the hills and vales of Leo, Old Castile, Cuenca, and Aragon. I was them in their winter plains of Manca, Extramadura, and Andalousia. I often met them in their

peragration from the one to the other. I saw and I saw again. One eye is worth an hundred ears. I enquired, I observed, and even made experiments.

THE FRIAR'S STORY

All this was done when I happily got acquainted with a good plain Old Friar, who had a consummate knowledge of all the mechanical, low, minute circumstances and economy of a flock. He told me that he was the son of a shepherd, that he had followed fifteen long years the tribe of sheep his father led, that at twenty-five years of age he begged an old primmer, that at thirty he could read, that at thirty-six he had learned Latin enough to read Mass and the Breviary, that he was ordained by Don Juan Navarro, Lord-Bishop of Albarazin, who, as it is known, even to a proverb in Spain, has ordained thousands, declaring these forty years in a loud voice, "That a priest is the most precious boon which a bishop can bestow, in the name of God, to mankind, even though he was an unlearned as an apostle": That thus ordained he entered into the order of St. Francis, that he had never meddled in their affairs these twenty-four years past, but only said mass, confessed, instructed, and gave an eye to about 500 wethers who graised in the neighboring downs for the use of the convent; that he had read the Bible, the Lives of the Saints and the Lives of the Popes, with no other view in the world but to find out all that was said about shepherds; that good Abel was the first shepherd, that all the patriarchs were shepherds, that the meek shepherd Moses was chosen to deliver the people of God out of bondage, that Saul, in seeking his father's flocks, found a kingdom; that David went out from his flock to slay the Philistian giant; that 14,000 sheep was the chief reward Job received for his invincible patience; that Isidro, the protecting Saint of Madrid, was not, as is vulgarly believed, an husbandman, like wicked Cain, but that he was really a keeper of sheep; that the great Pope Sextus

Quintus was verily and truly a shepherd, and not a swine-herd, that, for his part, he had forsaken his sheep to become a shepherd of men. He had all these things by heart just as he had all the minute circumstances of the sheep he had followed, and this letter would have been imperfect, had I not met him.

THE MONTANA AND MOLINA ARAGON FLOCKS

The five millions of sheep pass the summer in the cool mountains and hills above named. Before we begin their itineraries to their winter walks, let us see how a few flocks live in a couple of cantons, which I will choose to serve as examples for all the rest. One is the Montana, the other is Molina Aragon. I select these two for these reasons; because I passed two summers in one, and a summer in the other. One is the most northern part of Spain, and at the greatest distance from the winter walks; the other is towards the East, and the shortest journey the sheep have to make. One is the highest and the other the lowest summer walk in Spain, and because one is full of armatick plants, and the other has none.

At the extremity of Old Castile, there is a territory called the Montana. It is divided into two parts. The low Montana is that chain of mountains which bounds the Cantabrian Sea. The city of Santander is its chief port, from whence you ascend southerly twelve long leagues, a succession of high, craggy mountains, to the town of Reynosa, in the upper Montana, which ascent stretches three leagues more, and then you always descend about fourteen leagues to the city of Burgos, capital of Old Cafile. Reynosa is in the center of an open plain, surrounded by a ridge of high mountains, at whose feet are low hills of pasture land: The sources of this great river Ebra is an hour's walk to the west of Reynosa. All the spring rain, and snow waters of the mountains to the north of Reynosa, run into the Bay of Biscay. The waters of the southern chain are collected in the river Pisuerga, which, running into the river Duero, are carried to the Atlantick Ocean at Oporto,

and all the water that falls into the plains of Reynosa runs with the Ebro into the Mediterranean seven leagues below the city of Tortosa. Hence, we see that the adjacent parts of Reynosa, divide the waters of three seas, which lie North, East and West. Eight leagues square of this upper-Montana is the highest land of Spain; the mountains rise in the atmosphere to the line of congelation. I see snow from my window this fourth of August that I am writing this. Some years ago, there used to fall so much snow, that the people were forced to dig lanes through the snow to go to church in winter, but there has fallen little snow since the Lisbon earthquake and some years none at all. It certainly changed the climates of many parts of Spain. No man living saw, nor heard his father say he saw snow fall in or about Sevil, till the year 1756, which extraordinary appearance struck a dread into some Convents; they rung the bells to prayers, and made processions to appease the wrath of heaven, as if the falling flakes foreboded the last day. I found many plants only beginning to flower here, which, I was in seed, below at Santander. I remember to have seen in Switzerland all the plants, but two, which grow in the mountains, hills, and plains of Reynosa, a small yellow flowerde Genistella, with an hercaceus, triangular jointed stem, and wild gooseberry bushes. The high mountains abound with oak, beech, birch, holly, and hazel. The hills and plains are fine pastures; I never saw a meadow in any other part of Spain, nor cows and horses feed on hay. * * *

SALTING

The first thing the shepherd does when the flock returns from the south to their summer downs, is to give them as much salt as they will eat; every owner allows his flock of thousand sheep one hundred aroves or twenty-five quintals of salt which the flock eats in about five months; they eat none in their journey nor in their winter walk. This has ever been the custom, and it is the true reason why the kings of Spain can't raise the price of salt to the height it is in France, for

it would tempt the shepherds to stint the sheep, which, its believed, would weaken their constitutions and degrade the wool. The shepherd places fifty or sixty flat stones at about five steps distance from each other, he strews salt upon each stone, he leads the flock slowly thro' the stones, and every sheep eats to his liking. But then they never eat a grain of salt when they are feeding in limestone land, whether it be on the grass of the downs, or on the little plants of the corn fields after harvest-home. The shepherd must not suffer them to stay too long without salt, he leads them into a spot of (argilaceous), clayey soil and in a quarter of an hour's feeding they march to the stones and devout the salt. If they meet a spot of the mixed soil, which often happens, they eat salt in proportion. Ask the shepherd why the sheep eat no salt in limestone soil, and but little in the mixt? Because, sir, it is corn land, I know, and indeed, who does not know, that lime abounds in saline matter, but then the salt which chymists extract from it may not be the genuine salt of the limestone before calcination, for the fire may form new combinations. It may be sea salt, or at least the muriatic acid which rifes in the vegetation of grass, and satisfies the sheep's taste for salt.

THE RAMS

The latter end of July the rams are turned into the tribe of ewes regulated at six or seven rams for every hundred; when the shepherd judges they are served, he collects the rams into a separate tribe to feed apart; but then there is another tribe of rams that feed apart too, and never serve the ewes, but which are merely for wool, and for the butchery; for the wool and flesh of weathers are finer and more delicate than those of rams, yet the fleece of a ram weighs more than the fleece of a weather, who is likewise shorter lived than the ram, which compensation is the reason, there are so few tribes of weathers in the royal flock of Spain. The fleeces of three rams generally weigh twenty-five pounds; there must be the wool of four weathers and that of five ewes to

weigh twenty-five pounds. There is the same disproportion in their lives, which depend upon their teeth, for when they fail they can't bite the grass, and they are condemned to the knife; the ewes teeth, from their tender constitution, and the fatigue of breeding, begin to fail after five years of age, the weathers after six, and the robust ram not till towards eight. It is forbidden to expose rams flesh to sale, but the law is eluded; they cut the old rams, and as soon as the incision is healed, they are sold to the butchers at a lower price than coarse woollen weathers; that is the reason such bad mutton is generally eaten in Madrid, and that is the reason there are more rams and fewer lamb's stones sold and eaten every day in the year in Madrid, than in the rest of Europe.

RAINBOW WOOL AMONG POLAND'S EXPORT POSSIBILITIES

"Rainbow wool," long famous in the rural districts of Poland, but practically withdrawn from the market under the stress of the seven weary years of fighting in that unfortunate country, is once more making its appearance, according to the reports of returning workers of the American Red Cross Commission to Poland.

These gaily hued woolens, which remind the Westerner of the Navajo "semapas" offered for sale by the Indians of New Mexico and Arizona, are, like the Indian blankets, made by hand in the homes of the natives. One of the most picturesque sights of Poland, in the districts which have been spared the ravages of war, is the pastoral spectacle of a young peasant woman sitting in the late summer afternoon in the dooryard of her thatched cottage, singing over her spinning wheel. Above her tall holly hocks blossom against the cottage wall, but their hues are not brighter than those she weaves on her loom.

The fabric when finished, is closely woven, heavy, and always colored in stripes, with fast color home dyes. Rich shades of yellow, alternate with violet and cerise, pink and blue, but orange

and amaranth, the latter Poland's national color are the universal favorites.

As the national costume of Poland, for men as well as women, is one that has featured for hundreds of years these brilliant home-dyed woolen fabrics, the name "rainbow wool" has become associated in the trade with this particular part of the world, particularly with the wool woven in the district west of Warsaw, formerly the Grand Duchy of Lowicz, now known as Wovitch. As soon as a little maid of Wovitch is able to handle a spool, she receives her first lesson in spinning and dyeing.

Every Polish peasant woman wears a skirt, apron and flowing cape of the national homespun while the men wear gorgeous breeches of broad, bright stripes with vests of the same gay

hues over white blouses elaborately embroidered as to fronts and sleeves.

Industry, thrift and love of home are characteristics of the Polish people, while their gratitude to America for all that the American Red Cross has done in caring for the destitute, the diseased and starving, knows no bounds. Their admiration for America is so great that the height of the aspiration of a Polish citizen is to have a government as nearly as possible to that of the United States. When the necessity of defending her territory and possessions against the Reds is passed and Poland takes her place among the republics of the world, it is expected that a considerable revenue will be derived from the sale of her woolen fabrics, which are particularly well suited for use as draperies, couch covers and table covers.

Ups and Downs in Sheep Raising

I should, perhaps, say "pardon me, fellow wool growers for 'bobbing up' in print at this time." Whenever I do "bob up" in print or speech at our wool growers' meeting, I later regret it and say, "never again." My trouble, and one that I have carried all my life, is being too far ahead of times to be even interesting, to say nothing of being taken seriously.

At the special meeting of the National Woolgrowers Association, held in August, after my esteemed friend, Robert Matheson, had been quizzed, it seemed to me from every possible angle regarding the relative cost of live sheep and lambs to dead cost, also relative to the effect the imported New Zealand and Australian lambs and South American mutton might have had on our markets handled otherwise than by the big packers, feeling the impossibility of throwing further light on the subject, and in view of the fact that the officers of the association, and a committee appointed for that purpose, had in a way, concluded that the handling of this imported mutton by the packers was to the best interests of the producers, I proposed, in

substance, the following resolution, which was duly seconded:

"In view of the fact that large importations of New Zealand and Australian lambs have been brought to the United States, and in view of the fact that the officers and a special committee of this association, after careful investigation, have reported that it was their judgment that the packers could handle through their established system of refrigeration and distribution, these large cargoes of lambs to the minimum disturbance of our markets, therefore

"Be It Resolved, that we give a vote of thanks to our officers, and the packers for their action in this matter."

As usual, I "bobbed up" at the wrong time, and my good friend, Dr. McClure, delivered some solar plexis blows to my resolution. Mr. Matheson said he would like to see the resolution withdrawn, and I saw no reason why I should insist on its being discussed further and withdrew it.

I am reminded of a story of two Irishmen. Being quarter Irish myself, I am sure my Irish friends will pardon me for telling stories on the Irish.

Well, Mike and Pat were walking through a timber thicket, Mike ahead opening the way through the tangled underbrush. He held onto a sapling until he got well forward on the path. Letting go of it, the tree flew back, striking Pat to the ground. Pat got up, slowly rubbing a very sore head, and said, "Mike, Faith and if you had not held onto it as long as you could, it would have killed me entirely." It is a rather happy faculty at times to be able to look with complacency upon the hand that smites one. Dr. McClure felt, and honesty I know, that excepting for the packers there never would have been any New Zealand lambs placed on our market. Knowing that, through long years of experience, trade like water, finds its level, I felt confident, and do yet, that these lambs would have found their way to our market without the aid of the packers, but that without the packers' aid they would have been handled in a way that would have affected our market very seriously indeed. Armour & Company have been indicted for profiteering in New Zealand lambs, which is evidence in itself that they held the lambs up to a price that would not bring disaster to our market. It is not my providence in this article to defend Armour & Company, but as a producer who has some knowledge of both sides of this meat game, Armour & Company have my sympathy and the packers my thanks for their efforts to protect our home markets during a period when conditions surrounding the industry were indeed critical.

At our annual convention two years ago, or possibly it was three years ago, I "bobbed up" and broached the subject of the need of providing for strong financial backing for the sheep and wool industry in times of stress. I was looking too far ahead, no doubt. My friend of many years standing, our president, Mr. Hagenbarth, assured the convention that Salt Lake was amply able to finance the industry. That Salt Lake was willing goes without saying, but if Salt Lake is able to finance the industry through the present distressing conditions, it will be largely through the superhuman efforts of our

self-sacrificing president, Mr. Frank Hagenbarth.

A number of years ago, when the sheep and wool industry was emerging from a period of overwhelming adversity, I carried a proposition to a group of sheepmen whereby they might not only strengthen their financial condition, but forever assure themselves of a well organized and strong selling agency for their sheep. I was here again too far in advance, as the sheepmen could not see the need of co-operation in that direction.

I have revived these memories for the simple purpose of pointing out that experience is the greatest of all teachers. Yet we seldom profit by the lessons learned. More advantageous terms for financial credit and for establishing a selling agency can be arranged when times are normal than when they are abnormal, and we should learn to guide our affairs through insight into the future, which can generally be judged by reviewing the past. Chameleon-like, we take our coloring from our surroundings, and we can best arrange important matters advantageously when conditions are normal.

I will relate an incident to illustrate. Some twenty-five years ago, I had a number of lambs on feed in a mountain valley in Idaho, then some distance from the railroad. I visited them in mid-winter. It was a drive from before daylight until after dark from the railroad to the feeding place, below zero weather, and a wind blowing. Next morning I was up long before daylight. In fact, it did not seem as if there was any daylight while I was in the valley, the clouds hung so low. I felt as if I had been imprisoned under a huge chopping bowl. It seemed as I could reach out and almost touch the clouds in any direction. Although the sheep on feed were doing well I felt that never again would I feed sheep or visit that valley in winter. However, I have visited there many times since, when the valley looked like a veritable fairyland, the horizon, the sun-kissed mountain tops, the sky far-distant filled with phantom ships or studded with precious stones, and the valley groaning under a bountiful har-

vest, and the thought has come to me that the people living in this valley were fortunate, indeed, in having their homes in such beautiful surroundings, and where crop failures were unknown. Sheep and wool growing is a worthy industry, and therefore when those engaged in it are overburdened with cares and perplexities it is well that they can look back over the past with recollections of prosperity.

I have been actively engaged in the sheep business for forty years, and have many remembrances regarding sheep during most of the 70's. One of my earliest remembrances was in the fall of 1867, when my father took me in his open cart on a trip to buy some sheep from a farmer in Illinois. He drove into the pasture and left me sitting in the buggy while he got out to walk around and look at the sheep. He wanted to catch one to handle it, and one old sheep seemed very friendly. Father was making overtures to the sheep, and suddenly he backed quite lively like, and father, too, backed off towards the buggy, but like a shot from a cannon the sheep was after him, and as I remember it, he jumped at least thirty feet and struck my father about midway and rolled him over. As fast as father would about regain his feet, he would be hit again and took several tumbles before he finally caught the horns of the ram, but having this hold settled the dilemma, and I have sometimes wondered if the expression, "Taking the dilemma by the horns," was not coined from some such experience as father's.

My next remembrance of sheep not only had to do with sheep, but with a goat. It was in the spring of 1868 when I became the possessor of a goat that in my recollection was the finest I have ever seen.. This being my first ownership of livestock, no doubt, accounted for the remarkable qualities of this goat, both physically and morally. In our side door yard was a large apple tree inclining about 45 degrees on the stump, and with large branches. The goat very readily climbed this tree in his browsing operations. He was broke to harness and also to ride, and

(Continued on page 49.)

YAKIMA LAMBS TO MONTANA FEEDERS

Twenty-five carloads of feeder lambs were purchased in the Yakima Valley by William Hislop of the Hislop Sheep Co., Spokane, for shipment to Billings, Montana, and fattening for market. Paying nine cents per pound, Mr. Hislop had no difficulty in picking up 6,500 head of an average weight of 75 pounds each. He shipped 14 carloads from Yakima, four from Ellensburg and seven from Sunnyside. Feed conditions in Montana, which are just the reverse of those of the past two or three years, make feeding there in transit an attractive proposition.

Hay and pasture conditions in the Yakima country at present are very much in favor of the feeder and decidedly against the grower, who in many cases finds his product selling at less than it cost him to bale it—around \$20 per ton. The continued rains have made excellent pastures this fall, and the mild weather has permitted stock to be outside longer than usual, on both sides of the mountains. The range and the irrigated pastures are taking care of eastern Washington flocks of sheep and feeding has been light.

BREEDING SHEEP CLASSES AT SPOKANE

The Butterfield Livestock Co., of Weiser, Idaho, and J. G. S. Hubbard & Sons, of Monroe, Oregon, were the largest winners in the sheep show at the Western Royal at Spokane early in November. They divided the prizes offered on Hampshires, most of the trophies going to Butterfield, who took nine blues, three reds and five whites, as well as first in the association's special flock competition. The company encountered no competition in its showing of Rambouilletts. Archie C. Stewart, of Lethbridge, Alta., Can., and the University of Idaho were the principal competitors in the Shropshire classes. The Canadian won all prizes, including champion ewe, except first and second on ram lamb and champion ram.

President Elect Harding on Agriculture

The following is taken from Senator Harding's speech of acceptance, delivered at Marion, O., on July 22:

PLEDGE TO FARMERS

Our platform is an earnest pledge of renewed concern for this most essential and elemental industry, and in both appreciation and interest we pledge effective expression in law and practice. We will hail that co-operation which again will make profitable and desirable the ownership and operation of comparatively small farms intensively cultivated, and which will facilitate the caring for the products of farm and orchard without the lamentable waste under present conditions.

America would look with anxiety upon the discouragement of farming activity, either through the government's neglect or its paralysis by socialistic practices. A Republican administration will be committed to renewed regard for agriculture and seek the participation of farmers in curing the ills justly complained of, and aim to place the American farm where it ought to be—highly ranked in American activities and fully sharing the highest good fortunes of American life.

DEVELOPMENT OF WEST

Becomingly associated with this subject are the policies of irrigation and reclamation, so essential to agricultural expansion, and the continued development of the great and wonderful West. It is our purpose to continue and enlarge Federal aid, not in sectional partiality, but for the good of all America. We hold to that harmony of relationship between conservation and development which fittingly appraises our natural resources and makes them available to developing America of today, and still holds to the conserving thought for the America of the morrow.

The Federal government's relation to reclamation and development is too important to admit of ample discussion today. Alaska, alone, is rich in resources beyond all imagination, and needs only closer linking through the lines of transportation and a governmental policy that both safeguards and encourages development, to speed it to a foremost position as a commonwealth, rugged in citizenship and rich in materialized resources.

DECLARATION OF FAITH

These things I can only mention. Within becoming limits one can not say more. Indeed, for the present many questions of vast importance must be hastily passed, reserving a fuller discussion to suitable occasion as the campaign advances.

I believe the budget system will effect a necessary, helpful reformation, and reveal business methods to government business.

I believe Federal departments should be made more businesslike and send back to productive effort thousands of Federal employees, who are either duplicating work or not essential at all.

I believe in the protective tariff policy and know we will be calling for its saving Americanism again.

I believe in a great merchant marine—I would have this republic the leading maritime nation of the world.

I believe in a navy ample to protect it, and able to assure us dependable defense.

I believe in a small army, but the best in the world, with a mindfulness for preparedness which will avoid the unutterable cost of our previous neglect.

I believe in our eminence in trade abroad, which the government should aid in expanding, both in revealing markets and speeding cargoes.

I believe in establishing standards for immigration which are concerned with the future citizenship of the republic, not with mere manpower in industry.

I believe that every man who dons the garb of American citizenship and walks in the light of American opportunity, must become American in heart and soul.

I believe in holding fast to every forward step in unshackling child labor and elevating conditions of woman's employment. * * * *

The next six months will be the most eventful ones in livestock and agricultural legislation. Be sure and renew your subscription so as to be posted on what is being done and where you can help.

The subscription price of the National Wool Grower, \$1.50 a year.

Wool—Its Possible Future

A Review and a Forecast From a Canadian View Point
By H. J. Tisdale

Although much has been done of recent years by way of establishing a more satisfactory marketing service for farm products, no way has yet been devised of stabilizing markets. With changing conditions and changing demands, the supply naturally varies and the majority of people engaged in any line of business invariably encounter years when loss instead of profit is shown. Nobody in active business can expect to make each year as much as he has made during the most prosperous of preceding years and the whole truth is told only when a survey is made covering an extended period.

THE EFFECT OF FLUCTUATIONS

If a man owns sheep and makes money out of wool and lambs when there is a heavy demand for these two articles, such as there has been during the past three or four years, he has no complaint whatever to make. He is satisfied that there is money to be made from sheep and he is glad that he decided to purchase a flock when he did. The next year something happens unexpectedly to the market and he loses money or else just breaks even. Then all is wrong, he is through and will sell his sheep at once. He was always skeptical anyhow about all these livestock experts had to say about the value of a flock of sheep on every farm. At the same time he is feeling this way, a number of his neighbors are feeling likewise and many sheep are disposed of at sacrifice prices. Most of these are breeding sheep and for the most part they go to the shambles, though a few are picked up by some far-sighted men who figure this is just the time for them to step in and take a hand. An instance of this disposal of sheep stocks is easily found in the heavy receipts of all classes of sheep on every livestock market of the Dominion during the past few weeks. A recent report tells us that as many as fifty thousand passed through the Union Stock Yards, Toronto, in one week. This whole-

sale selling of breeding stock as a matter of course, brings about a swing of the pendulum that coins money for the few who stayed by the ship.

It is a well established economic fact that if the market for any article is disappointing and some producers are compelled to sell below cost, those who are less able to hold on in the hope of a higher price in the future, will cease to produce, whereupon as the result of the lessening of the supply, the market price tends to rise. On the other hand, if the market for an article is far above the cost so that its producers are earning unusual profit, new men are tempted to put their capital and energy into similar production. At the same time those already engaged in it are inclined to increase their output. The result is inevitably an increase of supply and a tendency of the price to move downward.

In view of what has been written thus far, it is safe to say that the wool market is now undergoing one of those changing seasons when it is hard to predict what may rule in the way of value one month or six months from now. It is undoubtedly one of those seasons that tend to make one wonder when and where it is all going to end and why such a decided slump should come all in a season. Like everything else, the wool market has its ups and downs and the price of wool varies just as the price of any other farm product. There is nothing necessarily stable about it nor is it possible to enact laws or control it in such a way that it will ever be stable.

THE WAR AND WOOL

In attempting to answer any of the above points with any degree of satisfaction, it is absolutely necessary that we first realize that the age old question of "supply" is in many respects the crux of the whole situation. Prior to the war, when wool sold anywhere from 8c to 15c per pound, we went along quietly and there was never in any one season a very

serious piling up of wool stocks in the wool producing areas of the world. Mills bought freely to meet their orders and everything was on a reasonably healthy basis. The war came on suddenly and there was a consequent heavy demand for army goods. In the first few months of the conflict, numerous textile mills in Belgium and France were crippled and with the advent of new countries into the strife, heavier and heavier demands were made upon British, American and Canadian mills. Wool simply had to go up in price as a result, just as steel and other commodities needed in war, skyrocket under similar conditions. The demand continued and prices remained steadily on the upward grade during the war years, certain grades bringing as high as 60c to 75c per pound in the grease. Mills during this time were working full capacity and in most cases overtime in order to fill government and army orders.

The next stage of the game was the signing of the armistice and the gradual demobilization and return to civilian life of millions of men who for months had worn only the army goods allotted to them. Many mills had heavy stocks of wool on hand that they have recently been using up before making further purchases. The chief feature to note, however, at this time, is the fact that all these men returning from the front had to be reclothed in civilian clothes. This, of course, meant a heavy demand for the better grades of wool and as a result, a lack of interest in coarser grades and a piling up of such stocks the world over. Thus, 1919 prices on the lower grades were much below those ruling for the previous year and it was evident that wool of all grades was in for a decline in a very few months.

This brings us down to the present season and there is so much of interest to relate that it would take a separate article to discuss it fully. The new clip found keen competition from

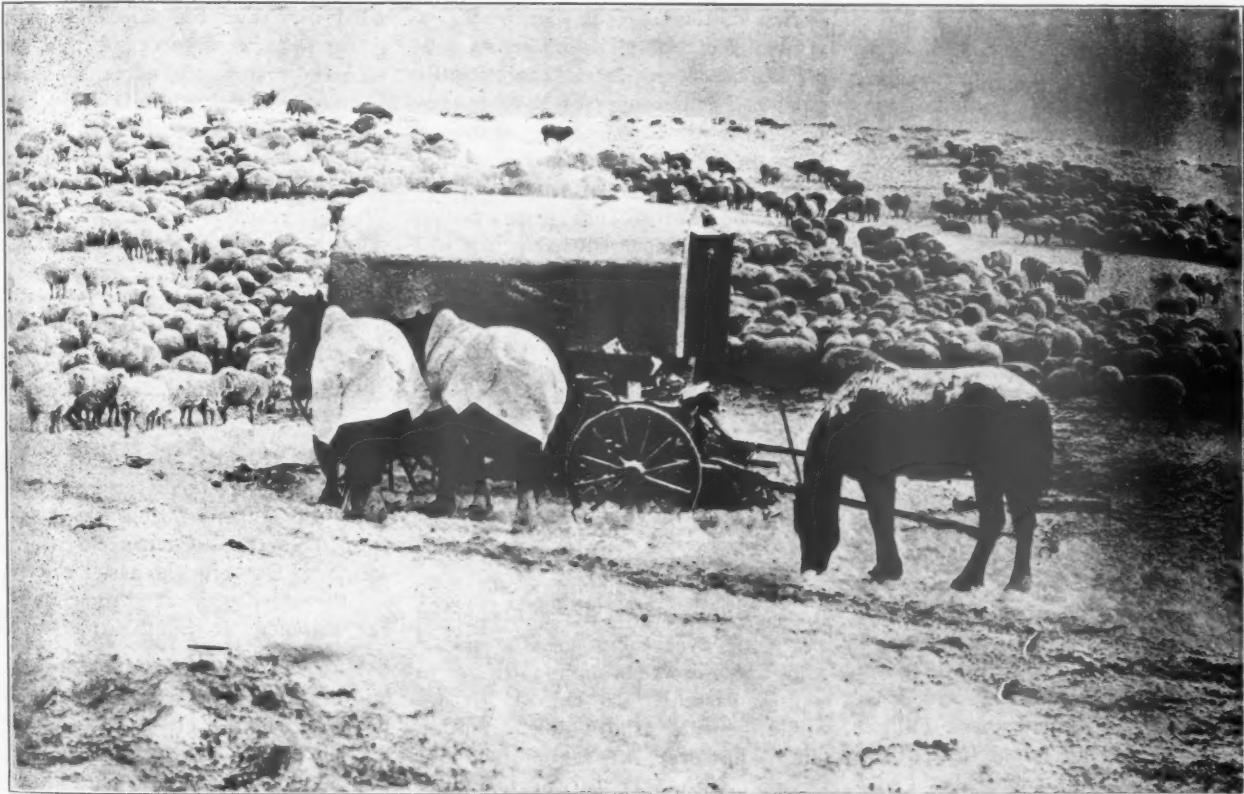
stocks of wool on hand, the holders of which were keen to sell. Hence the market for new wool opened a very dull and listless proposition and one is quite within bounds in saying that it has remained in such a state ever since. As usual, dealers placed buyers in the field in the early season, offering as high as 35c or 40c per pound on a flat basis. They soon sensed breakers ahead, however, and practically all buyers were called in or else they were given instructions to purchase nothing

All told, recent estimates indicate that there is approximately a year's production of raw wool ahead of the mills. United States government investigations indicate that six months' production is still left on hand in Australia, Argentina, Uruguay and South Africa. The British government alone owns over 2,500,000 bales of Colonial wool (400 pounds to the bale), the majority of it being left over from their government control of Colonial wool during the war. In the United States growers

can be estimated roughly at 15 million and is divided by provinces about as follows:

Provinces—	Sheep	Wool Pounds
Maritime Provinces	200,000	1,200,000
Quebec	600,000	4,000,000
Ontario	700,000	4,500,000
Manitoba	100,000	700,000
Saskatchewan	175,000	1,400,000
Alberta	330,000	2,500,000
British Columbia	100,000	700,000
	2,175,000	15,700,000

The sheep population given above, does not include the annual lamb crop



Another scene where shepherds watched their flocks. In this instance they also watched for the feed wagons.

over 15c to 20c at the most. At the time of writing it is rare to find any local offer higher than 12c or 15c. In view of prices formerly obtained, there was a general tendency by growers to hold the new clip with the idea of higher prices prevailing later in the year.

THE 1920 RECORD

The only conclusion that can be reached now is that wool has accumulated. Such is undoubtedly the case.

in almost every state have organized co-operative wool pools and it is a very conservative statement to say that they are holding in this way and under consignment, at least 75 to 90 per cent of the 1920 U. S. clip. Furthermore, there seems to be very little disposition on their part to dispose of any large amount of these holdings at prices now ruling. As far as Canada is concerned, there is plenty of the home grown product in evidence. Our wool production

and the wool estimate is only that wool removed from sheep of shearing age. In other words Canada produces about the same amount of wool as she produced in the year of Confederation and at the same time her population uses some sixty million pounds, including imported tops, scoured wool, yarns and cloth, or four times the amount of raw wool produced. In certain provinces a great deal of the wool is used locally, being made into homespuns by the

thrifty housewife. This is notably true of Quebec where not much more than half a million of the four million produced, reaches the open market.

So far we have dealt chiefly with accumulating wool stocks and their effect upon prices. Other factors have also played their part in bringing about deflation and they might be briefly summarized as follows:

1. Trade cancellations. In the United States particularly, buyers of yarn and woolens were forced to cancel many orders early in the season. This kept up to such an extent that a great many mills closed down entirely or else commenced working on short time. These trade cancellations have recently been striking the Canadian trade with the result that Canadian manufacturers are now buying wool only as it is needed to fill orders that they may receive.

2. The general tightness of money that has been the order of the day since early in the year and the disinclination of the banks to make loans for the financing of the new clip.

3. Transportation and the general unsettled state of business.

In the face of all this, it is readily understood and appreciated that wool has not moved very freely during the past six months. Partly as a result of the lack of interest on the part of local buyers, this is essentially a consignment season. The wool pools, formed in the United States, have been mentioned. In Canada five million pounds (approximately one-third of the total 1920 clip) will be graded and sold co-operatively for 12,000 patrons of the Canadian Co-operative Wool Growers, Limited. Of this amount 2,300,000 pounds has been sold up to October 31; 1,300,000 pounds of this has been absorbed directly by the Canadian trade, while 870,000 pounds has been shipped into the United States and 130,000 pounds to England. The gratifying features of these sales are (1) the entry of Canadian wool into the British market and the favor with which it has been received there. It would appear that our wool is likely to find a ready outlet in the British wool trade

so long as it is properly graded and so long as the Canadian sheep owner pays the necessary attention to the breeding and care of his sheep. (2) The amount of wool sold to the Canadian trade. This goes to prove that the prejudice against the home grown product is rapidly being broken down with the advent of better wool handling methods. Co-operative marketing is not only proving of financial assistance to the grower but it is assuring as well a satisfactory and honestly prepared home grown article to the Canadian mill man. (3) The prices so far realized through co-operative selling. These have been exceptionally good and in some cases have ranged as high as 55 to 60 cents per pound for some of the finer grades. Of course, the balance of wool on hand cannot be sold at such prices but it is confidently expected that prices will eventually be realized that will be in every way, highly satisfactory to the growers.

THE FUTURE

Before concluding this article, it would only be in order to venture some opinion as to what this slump is likely to do to the sheep industry. Its effect is already seen in the lack of interest being taken in provincial sheep sales and the heavy liquidation of sheep stocks. The inevitable is happening and as in everything else the fellow who was more than anxious to get in is now hastening to unload. If we would consider the whole situation sanely, however, we cannot help but see that such a crisis was bound to come. It is simply history repeating itself. High prices accompany and follow every war and the succeeding crash that comes sooner or later, pinches many a finger. There is every indication that prices have now reached a level at which trading can be carried on with some degree of certainty and confidence. Prices are bound to steady and strengthen. People must have clothes and the mills must have wool. At any rate the producer feels he has done his share towards reducing prices and that a bump is due somewhere else along the line.

In short if there is anything in the price of the raw product, the man on the street should be able to obtain the low priced suit he has been looking for. He need only stop and consider that the suit of clothes he is wearing does not contain at the most more than 3½ pounds of scoured wool, worth at present prices from \$2.50 to \$3.

Perhaps what we need most of all is just a little determination, steadiness, faith, confidence in the ultimate reward of intelligent breeding and feeding and business-like disposal of what we have for sale. If we are going to make a success of the sheep industry and at the same time make Canada a safer and suitable place for sheep, we must first of all learn to take the lean years as part of the general scheme along with the good years. We have reached the peak and can only take the sliding as it comes.

JACKSON RAMBOUILLETS TO ARGENTINA

The Tucannon Rambouillet Sheep Company recently filled an order from Argentine for 200 registered rams upon which the transportation charges alone totaled \$10,000. County Agent J. M. Lewis, of Dayton, who assisted in placing the order, was asked to accompany the shipment to South America, but declined.

The State of Utah spent \$75,607 on destruction of predatory animals during the year ending June 30, 1920. Of this \$60,749 was paid as salaries to hunters. At the same time the Federal government, through the Biological Survey, paid hunters in the state \$30,217. The total Federal outlay was \$41,707 as against \$75,607 spent by the state. The Federal officers were given the principal direction of the work. Reports of animals known to have been killed or poisoned total 6,209, including 4,340 coyotes.

When writing advertisers, please mention the National Wool Grower.

PLENTY OF MOISTURE IN THE UPPER SACRAMENTO VALLEY

After a series of four dry autumns and winters the stockmen are all smiles in this particular neck of the woods (the upper Sacramento Valley). Jupiter Pluvius has been kind to us this fall, having spread his tears over all of northern California. Locally we received about ten inches to date, and at the upper end of the valley quite a bit more. During the last storm, November 10 to 20, there was some damage done by floods in the lowlands. Not being used to floods at this time of the year, a few outfits were caught napping and suffered minor losses. The best part of the storm was that the mercury stood around 60 degrees, which is a very warm rain, and rain fell almost to the summit of the Sierra Nevadas.

Since wool prices went to the bottom, fall shearing is not very popular. The grower believes that he might as well let the sheep carry the wool until spring as to be paying warehouse charges on it. Shearing is one of the bugbears of the game. The shearers do not seem to realize that wool and mutton have dropped and still persist in holding one up for $12\frac{1}{2}$ to $17\frac{1}{2}$ c; of course, the latter price means very dirty sheep, that were summered in the farming districts and as a rule are in small flocks.

Wages have not made any material changes. Some, of course, are cutting the price, while others maintain the old high level. High wages and "H. C. L." have certainly ruined many a good herder. He no longer wants the wholesome food of the average sheep camp, but instead wants all the delicacies of a modern cafeteria, with service on the side.

Grass is growing fine and I do not believe Mr. Sheepman will have to feed very much corn, beans, or barley this winter and if not too wet and cold, may reasonably hope for a good percentage of lambs next spring. Some grain farmers who keep small flocks on their farms as scavengers have commenced to lamb already—big, nice, robust lambs, too. H. E. RICHARDSON.

Chico, Calif.

BOSTON WOOL TALK AND DOINGS

Our Boston correspondent summarizes the situation by saying that "the wool market is all set for a big movement, provided a buying movement all the way along from the consumer can be started."

Few actual sales can be reported and mills are disinclined to take on supplies which must appear in inventories of the current year. Movement of wool is coming to be more and more a matter of the strength of its financing and when selling does resume orders may for some time be filled from supplies for which a sale is forced. This would cause a temporary low basis but would start business and allow values to work to the level justified by demand and supplies in sight.

Summer Street does not appear to be sanguine over the prospects of Congress acting upon the wool embargo measure. However, our correspondent's report was sent before the opening of Congress and before it was known how many strong supporters the embargo plan would have in Washington.

As to the resumption of buying that is a matter between the retailers and consumers. Retailers are naturally anxious to do holiday business on best possible prices. The public seems to be waiting for January reductions and there is reason to believe that the merchants will then be ready to take their losses on stocks on hand, which can be replaced by lower priced goods for subsequent trade. Some of them have already realized that more total profits come from a large volume of business at lower prices than from the restricted turn-over that is inevitable when prices are above what the public thinks it can stand.

Utah and Colorado fine clothing wools were reported as having been sold on a clean basis of 85 cents and Montanas of the same grade up to 90

cents. This would mean from 30 to 36 cents, according to shrinkage.

November had rumors of a sale of 2,000,000 pounds of Delaine wool from the Ohio pool to a New Jersey manufacturer of fancy fabrics. A smaller lot of the same wool was sold at \$1.23 clean, considered to be 52 cents in the grease.

The Sixth Annual Ram Sale under the auspices of the National Wool Growers Association will be held at Salt Lake on August 29, 30, 31 and September 1. Entries from breeders consigning to the sale have not yet been called for but all former consignors are expecting to contribute their usual offerings. The list of offerings will appear in an early spring number of the Wool Grower.

WOOL ON HAND IN THE UNITED STATES

The Bureau of Markets reports a total of 420,190,000 pounds of wool, tops and noils, in the United States on September 30, 1920. This amount is equal to 512,116,000 pounds of wool in grease. The report of June 30 showed a total equal to 528,289,000 pounds in the grease. The bureau has advised the National Wool Grower that all consigned wools carried by dealers are included in the report, but the figures appear lower than would be probable if all clips held on consignment were reported as stocks of dealers. Wools on farms and ranches are, of course, not included.

Of the stocks reported by dealers and manufacturers 231,000,000 pounds is foreign wool and 211,000,000 pounds, home grown. The holdings of manufacturers and of dealers are shown below:

On September 30, the wool en route to the United States from abroad amounted to 7,000,000 pounds, or about one-quarter of the amount afloat at the same date in 1919. The amount actually landed from abroad in September was 11,482,000 pounds.

	Grease	Scoured	Pulled	Tops	Noils	Totals
Dealers	179,376,036	29,987,754	11,228,661	5,563,873	4,754,365	230,910,639
Manufacturers	75,288,307	15,612,390	12,067,329	15,838,871	9,124,163	127,931,060
U. S. Gov't.	42,502,240	11,029,657	4,801,192	—	—	58,333,089
British Gov't.	3,600,000	15,000	—	—	—	3,015,000

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THE SHEEP MAN AND CHRISTMAS

The nineteen hundred and twentieth anniversary of Christ's coming to earth. Consider what has happened in this good old world since the Son of Man established the one great rule, "whatsoever ye would that men should do to you, do ye even so to them."

Men and nations still are wronged and do wrong. Error seems to triumph. But there is today less of wrong and less of error than at any other moment since the angel spoke to the shepherds on the hills of Judea. It has taken centuries for men to find that the rule of two thousand years ago is a practical one. More centuries will pass before we clearly see and fully practice that complete and simple law.

Does Christmas come too often? Not for the children to whom we devote the day. But what about we older ones to whom has come difficulty and perhaps injustice and who do not feel like directing our thoughts outward? Christmas will save us from ourselves. The more we have of difficulty, the more we need that day. We need it to cover the scars of the year past and to help us to leave fewer wounds upon others in the year ahead.

The golden rule of human conduct is the only practical rule of business. Enough of Christ is born into every man to make him want to do the right and he never loses that desire no mat-

THE NATIONAL WOOL GROWER

December, 1920

ter how hardened he may seem. Our competitors and those whose interests seem to conflict with ours are just as we are. The worst of them we must fight just as we must fight the vicious members of our own line and the anti-social proclivities in our individual minds.

Sheep men are going to advance in nineteen twenty-one. We will go further and land safer and enjoy more if we take time to remember that sheep herders, merchants, bankers, and officials average up about equal to wool growers.

WOOL EMBARGO BEFORE CONGRESS

Improvement in wool market conditions is in sight. Buying of clothes has not become normal and mills are still running on short time. With possible imports of foreign stocks to hold down values of wool and goods manufacturers have been fearful of operating further than to fill their occasional orders.

American held stocks do not appear to be burdensome, but the status of exchange gives American importers of wool a bonus of 35 per cent and there are the British government war time holdings and the new clips from the Southern Hemisphere to be drawn upon. Consequently financiers and holders of wool, which means most growers, consider a check to imports as the only likely means of early improvement.

The National Wool Growers Association was unable to persuade the White House, the Treasury, or the State Department seriously to consider the use of an embargo to provide American producers a chance to sell in their own markets. Since before election strongest efforts have continuously been made to secure favorable action upon embarguing of imports through Congress.

On the second day of the present short session, Senator Smoot introduced a bill providing for the stoppage of imports of wools and goods manufactured from wool.

President Hagenbarth, Vice-President Coffey, Dr. S. W. McClure and Dr. J. M. Wilson were in conference with Senator Smoot and others at the capitol on December 6th, the opening day of this session.

The Smoot bill was before the Senate Finance Committee on December 9th and arrangements made for a joint conference with the House Ways and Means Committee, which had already heard the wool growers' representations. Wool growers of the farm states and representatives of the wool trade and of manufacturers also appeared in support of the measure.

A counter proposal has been made to provide for collection of a duty sufficient to offset the effect of the present low rate of exchange. Congressman Sinnott of Oregon introduced a bill providing for payment of a duty upon all wool imports arriving at American ports after the date on which his bill was offered.

It is unusual for Congress to act upon measures of this kind during the short session. They have been shown that conditions also are most unusual and that special action is expected.

THE LIVE STOCK FINANCE CORPORATION

The live stock finance corporation organized in Chicago is now in operation. Funds subscribed by banks of Chicago, New York, Boston and St. Paul at the solicitation of officers of the National Wool Growers and American National Live Stock Associations are now available, and amount to over \$20,000,000.

As explained in the November Wool Grower this fund is not for use in new business. It will be used solely to discount live stock paper received from banks and loan companies in range states with a view to preventing over liquidation of breeding stock. The president of the corporation is M. A. Taylor, president of the First Trust and Savings Bank of Chicago.

On December 13 the Senate passed and sent to the House a bill restoring the War Finance Corporation.

THE UNITED STOCKMEN'S ASSOCIATION FOR FEDERAL CONTROL OF PUBLIC GRAZING LANDS

The association with the above formidable name was organized in Salt Lake in July, 1919. Stockmen from ten range states were in attendance. The large name was inflicted upon the new body to make clear that it was not intended to attempt anything but securing laws and regulations to provide for the use of government lands under a system of leasing and regulation.

A called meeting of this association met in Salt Lake on December 7th and 8th. The question of using the public domain was not taken up during any of the three sessions. President Mullen of Arizona was not present. His letter, which was read by Secretary Dillingham, urged the formation of an independent stockmen's association to take up all matters.

After lengthy discussion and some show of feeling the committee to which the matter was referred for report recommended that no regular organization should be formed. The report, which was adopted, called for the maintenance of a Range Stock Growers' Convention without salaried officers, a president and secretary are to be selected at each convention of call and have charge of the succeeding convention. Mr. R. W. Turritin of Nevada and Vernon Metcalf of Reno, Nevada, were elected as president and secretary for 1921.

Provision was also made for appointment of committees representative of all range states to meet officers of the two old associations in devising means of strengthening those two organizations.

Other resolutions endorsing an embargo or tariff on live stock, meats, and wool were passed. The committee, by a vote of nine to one, recommended reported a resolution opposing the Gronna and similar bills designed to regulate stock yards and packing interests. The minority report submitted by Senator Charles Myers of Wyoming seemed likely to obtain a majority when a motion to table the whole matter was offered and passed.

Status of Wool Embargo

Late word from Washington is to the effect that the kind of action to be taken upon the wool situation will be decided upon by the Ways and Means Committee of the House, of which Mr. Fordney is chairman. The proposal to levy a tariff sufficient to equalize exchange involved a matter of revenue which, under the rules, must first be considered by the lower body.

Mr. Fordney and his committee are to determine what action would meet the approval of the majority of Congressmen. The embargo, as proposed by Senator

Smoot, included manufactured woolens. Under the tariff arrangement to adjust exchange differences, pre-war conditions under the Underwood bill would obtain with protected goods and free wool.

Oregon, Washington and Colorado are represented on this committee, respectively by Willis C. Hawley, L. H. Hadley and Charles B. Timberlake.

The situation now depends upon what western Congressmen and Senators hear from their constituents by December 22nd.

The Birth of the National Wool Growers' Association.

"Articles of Association and By-laws adopted at Syracuse, N. Y., Tuesday, December 12, 1865." Such is the first entry made by Secretary W. L. Greer in the records of proceedings of the National Wool Growers' Association. Under "Articles of Association," is inscribed "In order to secure for the business of wool growing equal encouragement and protection with other great industrial interests of our country, we do hereby organize a society to be known as the 'National Wool Growers' Association.'"

It appears that there must have been an unrecorded gathering of wool growers prior to the Syracuse meeting and it may be that the association should properly have been entered as having come into existence in 1864.

The amendatory act of March 3, 1865, six weeks before the death of President Lincoln, "To provide internal revenue," authorized the Secretary of the Treasury, then Hugh McCulloch, "to appoint a commission, consisting of three persons, to inquire and report at the earliest practicable moment

upon the subject of raising by taxation such revenue as may be necessary in order to supply the wants of the Government, having regard to and including the sources from which such revenue should be drawn, and the best and most efficient mode of raising the same, and to report the form of a bill; and that such commission have power to inquire into the manner and efficiency of the present and past methods of collecting the internal revenue, and to take testimony in such manner and under such regulations as may be prescribed by the Secretary of the Treasury."

The commission, thus authorized, became fully organized in June, 1865, by the appointment of the following members: David A. Wells, of New York; Stephen Colwell, of Pennsylvania, and Samuel Snowden Hayes, of Illinois, with E. B. Elliott, of Massachusetts, as secretary.

The close of the Civil War found the National Treasury in a depleted condition. Imports that amounted to \$338,765,000 in 1859 had fallen in 1865

to \$234,434,000, but duties had risen from \$49,565,000 to \$84,928,000.

The commission of three members, which submitted its report on January 29, 1866, recommended a plan of raising a total of \$367,000,000 for the fiscal year ending June 30, 1867. Of this amount \$130,000,000 was to be obtained from customs. The total budget of the United States for the fiscal year ending June 30, 1920, was over four billion dollars.

To the report of the commission were appended special reports containing the views of the commission and the briefs submitted by representatives of the following industries; tea, coffee, sugar, spirits, malt liquors, petroleum, copper, iron and steel, and wool and manufacturers of wool. In opening its discussion of the wool section, the commission said:

"In considering what should be our public policy in reference to domestic production, with a view also to national revenue, our attention has been specially directed to sheep husbandry, and manufacturers of wool, as not only of great national importance, but as suitable to illustrate the whole subject of the relation of industry to revenue. The employments which pertain to the more indispensable articles of clothing are so essential to national independence and individual comfort and well-being, that they should not fail to enlist the attention and action of government in the beginning of our experience under heavy taxation."

Wool manufacturers and wool growers met at Syracuse, N. Y., December 13, 1865, to take counsel and to prepare material relating to their business for submission to the commission. The wool growers were from the state organizations of New York, Vermont, Ohio, Illinois, Wisconsin and the New England Association. The need was apparent for a presentation of wool production as coming through officials selected to represent the industry of the country as a whole. This led to the adoption of articles and by-laws as referred to in the beginning of this article.

The officers elected were: President, Henry S. Randall of New York;

secretary, Wm. F. Greer of Ohio; treasurer, Henry Clark of the New England Association. The executive committee consisted of Edwin Hammond of Vermont; E. B. Pottle of New York, Columbus Delano of Ohio, Dan Trinman of Pennsylvania, John McConnell of Illinois, and H. Hemmingway of Wisconsin.

Five resolutions were adopted, and curious to note, they carried no "whereases," being all "resolved." The last one was "That it shall be the duty of the respective executive committees of the National Manufacturers' and National Woolgrowers' Associations to lay before the Revenue Commission and the appropriate committees in Congress these resolutions, together with such facts and statistics as shall be necessary to procure the legislation to put in practical operation the propositions therein set forth."

The report so called for was submitted to the United States Revenue Commission in April, 1866.

The tariff act of June 30, 1864, had provided a duty of 3 cents per pound on wool valued at not over 12 cents; 6 cents, if valued from 12 to 24 cents; and 10 cents when valued from 24 to 32 cents. Following the Syracuse meeting the newly formed national association was frequently in conference with officers of the manufacturers' association. One joint report was submitted to the Revenue Commission and several special reports were presented by the growers. The new act which resulted from these activities was passed on March 2, 1867. It originated the three classes of wools, which still survive in tariff acts. On "clothing wools" (finer grades) the duty was 10 cents per pound and an additional 11 per cent ad valorem, when valued at 32 cents or less; if valued at over 32 cents, the duty was 12 cents per pound and 10 per cent ad valorem. The same rates applied to Class 2 wools (coarser grades). On carpet wools valued at 12 cents or less the duty was 3 cents and 6 cents if valued at more than 12 cents.

Later developments in the work of the National Wool Growers' Association will be recounted in our issues during 1921.

PRIZE WINNING PHOTOGRAPHS

This month's front cover illustration was awarded the National Wool Grower's prize of \$5 for the best photograph received in June.

It was sent by Charles J. Belden of the Z-T Ranch, Pitchfork, Wyoming. Mr. Belden was an artist of note before he came west to make his home in the Yellowstone Park vicinity.

ITEMS FROM EASTERN OREGON

We have had the wettest season on record, one rain following another since August 25. Stock is fat, grass is good and hay is cheap and abundant. There is less than a normal amount of stock in the county this winter; also, fewer by a good number being fed for market. Apparently eastern Oregon is free from scabies at present, with the possible exception of one or two bands near Klamath Falls.

Four clips of wool have been sold so far in this county, two of these at 60 cents in May, one at 50 cents in June, and one at 34 cents in September. We are hoping for an embargo on wool. It seems our only hope for the immediate future.

This county at the last election passed a herd law which will make it much better for the sheep raiser.

K. G. WARNER.

Pendleton, Oregon.

Galveston is being favorably considered as the city in which to build the large storage wool warehouse to be erected in Texas by the American Farm Bureau Federation, according to announcement by J. E. Goog-Scott of Coleman, who has been appointed as Texas representative on the wool marketing committee of the American Federation. Mr. Bogg-Scott is a member of the board of directors of the Texas Farm Bureau Federation, a branch of the American Federation.

Mr. J. E. Magleby, of Monroe, Utah, reports that there are 20,000 lambs on feed in that locality and now ready for market.

With the State Wool Growers' Associations

LINCOLN COUNTY WOOL GROWERS ASSOCIATION

The annual convention of the Lincoln County (Wyoming) Wool Growers Association was held at Kemmerer, December 3 and 4. The attendance was not as large as at some former conventions, but the fifty men present represented the ownership of the larger part of the sheep of Lincoln County. With President J. D. Noblitt directing matters from the chair, there was a very complete and enlightening discussion of the problems now before wool growers.

Matters relating to reduction of overhead expenses were fully gone into and it was found to be the judgment of those present that a wage of not to exceed \$85 per month for camp movers and sheepherders after January 1 should be adopted. Mr. Jorgensen, a veteran and highly qualified sheepherder of Lincoln County, was present and informed the wool growers that although he had always followed sheep herding and considered that the wool growers had been very fair and generous in wage increases under war conditions, yet he had secured coal mine employment rather than accept the reduction in wages. Information from other sources brought to the convention was to the effect that competition with other industries for employees was lessening and that fair treatment of employees as well as due consideration to business conditions, would permit a material reduction in expenses for labor.

The following list of supplies for sheep camps, which includes no canned goods, was adopted:

Apples, evaporated or dried; apricots, axle grease, axe, ammunition for rifle, bacon, also salt side; baking powder, beans, butter, (three pounds per man per month), beef, only through special arrangement with foreman; cheese, coffee, corn meal, coal oil, extracts (limited—vanilla and lemon); fruits, dried or evaporated; flour, honey, horse shoe nails, horse shoes,

jam, ketchup, lard, milk, macaroni, mustard, mutton, matches, nails, nutmeg, oatmeal, onions, potatoes, prunes, pickles, pepper, raisins, (three packages per camp a month); rice, sugar, syrup, soap, salt, soda, tea, wagon and harness repairs.

WINTER EVENTS FOR STOCKMEN

January 6-7, 1921—Idaho Wool Growers Association, Boise, Ida.

January 6-7-8, 1921—Washington Wool Growers Association, Spokane, Wash.

January 6-8, 1921—Wyoming Wool Growers' Association, Casper, Wyo.

January 6-8, 1921—Ogden Live Stock Show, Ogden, Utah.

January 7-8, 1921—Nevada Live Stock Association, Reno.

January 12-14, 1921—Twenty-fourth Annual Convention of American National Live Stock Association, El Paso, Texas.

January 15, 1921—Utah Wool Growers Convention, Salt Lake City.

January 15-22, 1921—National Western Stock Show, Denver, Colorado.

January 17-19, 1921—Annual Convention of National Wool Growers Association, Salt Lake City, Utah.

January 26-31, 1921—Kansas National Live Stock Exposition, Wichita, Kansas.

February 22-24, 1921—Annual Convention of Buyers' and Sellers' Live Stock Association, Amarillo, Texas.

The executive committee reported that arrangements for controlling predatory animals through co-operation with the Biological Survey had been abrogated on June 30 last. The owners in the vicinity of Cokeville have engaged a highly qualified trapper to cover that section at an expense that

will amount to from \$40 to \$50 for each band run in that locality. It was expected that sheep owners in other parts of the country would adopt similar arrangements and a strong effort is to be made to secure restoration of the state bounty upon predatory animals.

TRI-STATE WOOL GROWERS ASSOCIATION

The annual business session of the Tri-State Wool Growers Association was held at Belle Fourche, S. D. November 22. This association covers the southeastern part of Montana, the northeastern part of Wyoming and the northwestern section of South Dakota.

The present wool and financial situations were given considerable attention and the sentiment of the membership is stated in the following resolution which was adopted as the sense of the convention:

Resolved, that the Tri-State Wool Growers Association, an organization of sheep breeders and wool growers of the southeastern part of the state of Montana, the northeastern part of the state of Wyoming and the northwestern part of the state of South Dakota, assembled in business session in the city of Belle Fourche, South Dakota, this 22nd day of November, 1920, do urge upon the senators and representatives in the Congress of the United States, representing the states of Montana, Wyoming, and South Dakota, that they use every honorable means to secure the re-enactment of Schedule "K" of the Payne-Aldrich Tariff Bill, with the exception that import duties on wools should be equivalent to 33 cents per pound on the estimated scoured content of all wools imported, not further advanced in manufacture than the scoured condition.

The association also went on record in favor of the French-Capper bill in the following resolution:

Resolved, that the Tri-State Wool Growers Association demands in the interests of honest dealing, for the protection of buyers of manufactured woolens and to encourage and preserve American sheep husbandry that the Congress of the United States proceed without unnecessary delay to enact the French-Capper Truth in Fabric

Bill (known in the House of Representatives as H. R. 11641 and in the Senate as S. 3686).

It was the consensus of opinion of the members of the Tri-State Wool Growers Association that \$60 per month should be the maximum wage for men employed in sheep camps during the ensuing year.

President F. R. Cock of the Tri-State Wool Growers Association states that everything possible will be done by the organization to bring the above resolutions to the attention of the senators and representatives from the three states covered by it.

NEW MEXICO WOOL GROWERS ASSOCIATION

The New Mexico Wool Growers Association held its annual business convention at Albuquerque, N. M., December 1 and 2. It was voted that President Prager Miller should join the representatives of the National Wool Growers Association in appearing before the committees of the United States Senate and the House of Representatives in connection with the hearings on Senator Smoot's wool embargo bill during the week of December 6.

The questions of imposing embargoes and tariffs on wool imports, finance, tax valuations, and truth-in-fabric legislation were prominent in the discussion of the convention. The following resolutions indicate the views of the New Mexico wool growers on these important subjects:

The New Mexico Wool Growers Association recommends and asks that an embargo for one year be immediately placed against any further importations of wool of any kind or description, whether in the grease, raw or manufactured or semi-manufactured, including sheep skins, goat skins, hides, meats and meat animals. We recommend and ask further that the embargo be also extended to apply to all foreign goods manufactured wholly or in part of wool and that an embargo be placed in addition against the importations of those agricultural products which are raised in the United States.

Resolved, by the New Mexico Wool Growers Association in convention assembled in Albuquerque, December 2, 1920, that we ask the bankers of the

state of New Mexico to extend every possible effort to assist wool growers of the state in preventing further losses through enforced liquidation of sheep or wool; and be it further

Resolved, that in appreciation of the favors the bankers of the state have bestowed upon wool growers thus far during the present crisis, we appeal to all of the sheep growers of the state to practice the strictest economy in carrying on their business operations and thus make the burden of tiding us over the present crisis as light as possible on the bankers of the state.

Resolved, by the New Mexico Wool Growers Association in convention assembled in Albuquerque, December 2, 1920, that the State Tax Commission is hereby asked to reduce the tax value on sheep for the year 1921, 30 per cent below the tax valuation of 1920.

Resolved, that the New Mexico Wool Growers Association demands, in the name of square business dealing, for the protection of the cloth-buying public and for the encouragement of American sheep husbandry, that Congress forthwith enact the French-Capper Truth in Fabric Bill, which is known in the House of Representatives as H. R. 11641 and in the Senate as S. 3686.

UTAH WOOL GROWERS ASSOCIATION

The annual convention of the Utah Wool Growers Association will be held Saturday, January 15. It will be a one day's meeting composed of three sessions: 10 a. m., 2 p. m. and 7:30 p. m. A good program has been arranged, with such speakers as Governor-elect Chas. R. Mabey, Representative Don B. Colton, Wilford Day, J. W. Imlay and prominent local bankers, engaged to appear.

The latest issue of the Monthly Crop Reporter, published by the U. S. Bureau of Crop Estimates, in estimating the farm values of various products on October 15, figures unwashed wool at 27.5 cents per pound, against 50.6 cents on the like date last year.

Approximately 36 per cent of the wool in the Illinois pool this year is quarter-blood staple grade, 25 per cent is $\frac{3}{8}$ -blood staple, 12 per cent is low quarter and $8\frac{1}{2}$ per cent burry and seedy.

WYOMING IN NOVEMBER.

November began with plenty of snow and frigid weather, but election results must have affected the weather manufacturer, for the last half of the month was ideal for live stock. December has started with warm sunshine and a light snow which is just right for sheep. Live stock has really laid on meat the last month, while we are assured of the winter being that much shorter. Feed is plentiful and nobody is buying any cake or corn. Hay is worth about \$2 to \$3 a ton in the stack, on a shipping basis, and nobody wants hay.

Everybody has their trouble and the live stock man has his this year: the weather is about the only bright spot during the last half of the year. Values have been continually declining until this last month they have simply tumbled. Some lambs were not sold until November and those that did sell began going at ten cents, and by the last of the month some changed hands at seven cents, and a few at six cents, which were 1914 prices. We have heard of recent sales of breeding ewes at \$6 to \$7 that two months ago were moving at \$10.

Eastern wool dealers still refuse to do any business while commission houses decline to make any advances. There seems no prospect of any immediate relief in the way of money in place of wool, so that there is slim chance of liquidating indebtedness incurred for high-priced feed last year nor for paying current bills. Certainly a fine condition when a commodity universally used and universally produced, one of the two absolute essentials to human life, has no market! No world surplus, no abnormal stocks on hand, no increase in production to be found, and yet at a time following the greatest use and wastage of wool ever known there continues for more than half a year a complete disappearance of a market. Is this re-adjustment to normal or deflation? If so, how long will it be until every live stock producer is bankrupt?

ROSCOE WOOD.

THE NOVEMBER MARKET AT CHICAGO.

Something akin to the same variety of demoralization pervading cattle circles ran seasonal riot in the sheep house at all markets during the latter part of November. Early in December signs of improvement were detected, but the trade sentiment was far from optimistic. November invariably spells trouble for the sheepman, but one exception to this rule being on record, and that was in 1918. Every factor has been adverse to the selling side of the trade except supply and especially when the large proportion of feeders was considered, that was anything but "bearish," ten markets receiving 1,107,000 during the month, against 1,382,000 in 1919.

This threw no heavy burden on killers, but much of the time the dressed market was on a ragged edge and that trade was handicapped by frozen stuff at New York. With a credit of 60 cents on pelts, pulled wool accumulating in packers' warehouses and Eastern farmers persistently liquidating, buyers dictated values most of the time. At Chicago, conditions were aggravated by direct receipt from Detroit, Cleveland and other Eastern points to packers and the inviolable rule that when packers are thus fortified, prices slump was in full working order. Late in the month feeders, who had furnished the price list with a stout prop, backed away and killers were under the necessity of effecting a clearance, the stereotyped bargain sale developing.

Early November found the lamb market on a \$13@13.50 basis; on the low spot of Thanksgiving week, \$11 was an outside price, \$10@10.75 taking the bulk. Light yearlings began the month at \$11@11.50; on the low spot \$9@9.50 was the market. At the bottom of the break, good wethers sold at \$6@6.25, compared with \$7.50@7.75 and it was a \$4@4.50 trade in ewes, compared with \$5.50@6.50@7 before the slump set in. This, in brief, is the market story for November so far as killing stock was concerned. The feeder market did a better perform-

THE NATIONAL WOOL GROWER

ance, but was finally involved as the money market tightened, thin lambs taken greedily by the country early in the month at \$13@13.25 being set back to \$11. Cull sheep were not worth the pelts on their backs much of the time, many consignments not realizing the freight and market expenses. Toward the end of the month C. H. Shurte of the Knollin Sheep Company made an appeal to the country to hold back all kinds of ewes on the theory that they could be fed to hogs economically, relieving supply pressure at the market. He contended that as the bulk of the ewes was selling at \$50 to \$70 per ton and packers quoted tankage at \$80@90, the best disposition to make of the former was conversion into pork, thus saving expenditure for tankage. Many old range ewes sold at \$1.50 per hundredweight, or \$30 per ton, munching hay costing owners \$50 per ton while awaiting an opportunity to get over the scales.

Features of the month's trade were: Continuous heavy receipts at such Eastern markets as Buffalo, Cleveland, Detroit, Pittsburgh and Jersey City, especially the latter.

Free marketing of Canadian lambs at New England points.

A movement of considerable volume from Eastern points to Chicago.

A bad market for pelts and practical suspension of wool pulling by packers to save labor bills, their experts contending that the process did not pay for the labor involved.

A sticky dressed market, for which maintenance of war prices by retailers and restaurant keepers was responsible.

Liberal marketing at Chicago and Omaha of thin Montana and Wyoming lambs that under more favorable financial conditions would have gone into northern Colorado feedlots.

Persistent liquidation of native flocks, both ewes and lambs in territory east of the Mississippi River, due to discouragement over the wool situation and prospect.

Premature return to the market of Western lambs running in cornfields, most of them half-fat, indicating

money pressure and lack of confidence in the future of the market.

An unexplained mystery was the squall following election day when the market literally went to pieces, practically no lambs selling above \$10.75, and ewes, good enough for a stock show selling at \$4.25@4.50. Heavy ewes were a veritable drug around \$4. Salesmen congratulated themselves when they could cash fat wethers at \$6, and yearlings at \$9 were prime. The market for breeding stuff literally disappeared, thousands of good Western yearling ewes going to the shambles that would have been taken by the country greedily had the conditions of a year ago been repeated.

Iowa filled up with feeding lambs early in the season and quit the market as money tightened, narrowing the Omaha outlet and diverting a lot of thin Western stuff to Chicago where Ohio, Indiana and Michigan bought somewhat freely until election time. The trade had expected that Harding's election would stimulate feeder buying, but the reverse happened, and Thanksgiving week the feeder market went stagnant, over 10,000 head accumulating in Chicago, most of them light Montana stock. In this emergency Swift made a clean-up at \$9 per hundredweight, or \$4.50 to \$5 per head, sending the stuff to a feeding station near Chicago for a finish, probability being that it will pay out.

During the month about 100,000 thin Montana and Wyoming lambs, originally destined for Colorado feedlots, were thrown overboard, because Denver banks were either unable or indisposed to finance a full volume of winter feeding in that quarter. Omaha balked at taking them, throwing the burden on Chicago. Some 25,000 were stopped at a feedlot near that market to be fed out, a commission house furnishing the money. California made a contribution of thin lambs early in the month that sold at \$10@12. They were fine wools, had been two weeks on the road, and were severely punished in transit.

Railroads east of Chicago apparently went out of their way to "ball up" the feeder movement. Had they planned a

blow at the industry it could not have been done more effectively. A rule was made that if feeders had been held in the stock yards three days awaiting double-deck cars, two singles would be furnished at the cost of a double. As double-decks were few this meant added feed bills and excessive shrinkage, many prospective buyers refusing to be thus penalized. Those in charge of the transportation interests appear to have a grudge against the sheepman.

Most of the Western lambs running in Iowa and Illinois cornfields marketed during November lacked an effective corncrib cross, realizing less at Chicago than original cost at Omaha. As a rule they were too heavy for Eastern feeders and not fat enough for killers. Costing \$12.50@13 at Omaha when taken out they sold at \$10@10.50 and as they made small gains the operation was ruinous. Some Western lambs returned to market weighing only ten pounds more than when they left Omaha ninety days previously. They were handled by amateurs obsessed with the ancient idea that lambs may be fattened on weeds and scenery, the little grain they received doing them no good. Many of the veteran Iowa and Illinois feeders were not in the game this season, scenting trouble.

The First Week

The first week of the month receipts were light all around the circle, ten markets receiving only 276,000 against 402,000 a year ago, but lambs broke \$1@1.50 per hundredweight, sheep 50c @75c and feeders 75c to \$1. Late in the week congestion developed at Eastern markets, shutting off shipping demand. Best native and fed Western lambs sold at \$12.50; the bulk at \$11.25 @12.25. Common and medium lambs were hammered hard, selling at \$9@9.50. Ewes went to killers mainly at \$6.50@7 early in the week; later at \$5.50@6. Choice 88@90-pound yearlings dropped from \$12 earlier in the week to \$10.50@11, and aged wethers from \$9@8. Feeding lambs closed on a \$12@12.75 basis, feeding wethers \$6.50@6.75, and feeding ewes, \$3.50@5.

The Second Week

The second week ten markets received 310,000 against 362,000 a year ago, but the market acted better, lambs gaining 25 cents. Matured sheep were swatted hard, however, creating the widest spread of the season between sheep and lambs. Sheep and ewes broke 75c to \$1. Forty per cent of the run was feeders, consequently killers were not under the necessity of buying much. At the close choice lambs were on a \$12.50 basis and good ewes were eligible to \$5.50. The top on fat lambs for the week was \$12.65, bulk, selling at \$12@12.50. Sheep of all kinds were sluggish all week, bulk of the fat ewes selling at \$5.25@5.50 with choice light 100@110 pound stock at \$5.75@6. Aged wethers went down the slide, \$7.50 being an outside price for the best at the close. Yearlings held steady, \$10@11 taking the bulk. The heavy run of feeder grades was readily absorbed at surprisingly good prices, 55@60-pound lambs going to the country at \$12.75 with heavy stuff at \$12@12.50 and a few specialties up to \$13.

The Third Week

The third week ten markets received 302,000 against 377,000 a year ago. Depreciation continued, every factor being bearish. Eastern markets were full of native lambs, New York and Boston dressed trade went to pieces and direct stuff to packers at Chicago from crowded Eastern markets made a clearance difficult. Early in the week choice native lambs were eligible to \$12.50, but \$11.50@11.75 took the best later, culs and common grades selling at \$8@10, a decline of \$1 for the week, better grades losing 50@75 cents. Demand for matured sheep practically disappeared, prices dropping to the lowest levels since 1913. At the close bulk of the native ewes sold at \$4.50@5, with handweights quotable to \$5.25, matured wethers at \$6@6.50 and lamb-weight yearlings at \$9.50. Feeder values weakened in sympathy, \$12 taking the best, thin lambs going at \$12; many Westerns out of cornfields going back to the country at \$10@11. Choice

feeder yearlings sold at \$8@8.50, many going over without bids.

The Last Week

During the last week, the Thanksgiving period, ten markets received 219,000 against 241,000 a year ago. The low point of the season was uncovered, fat lambs declining to the lowest levels since 1916 and matured sheep to the lowest point since 1913. A light run late in the week effected slight improvement, due to the appearance of a few Eastern orders, but the undertone was soft and the feeder market collapsed. At the extreme low spot \$11 was an outside quotation on fat lambs; late in the week \$11.50 was paid. Matured sheep failed to recuperate, however, good heavy native ewes selling at \$4@4.25, and handyweights at \$4.50, a percentage of yearlings being needed to make \$5. Choice wethers stopped at \$6.50, a good kind selling at \$6. Lamb-weight yearlings were well sold at \$9, others with more weight at \$8.50@8.75. At the close, \$11.50 stopped the best feeding lambs, an accumulation of light, open-wooled stuff going out at \$9@\$.75, the whole feeder deal closing 50@75c lower for the week.

The last two days of the month inaugurated an era of somewhat better feeling. Shippers came into the market, and, let it be understood whenever an outside buyer appears in the offering, packers are imbued with a desire to acquire stock that a few minutes before was not wanted. Lambs went back to \$12 and everything on the list showed a little improvement. Verily, competition is an effective trade stimulant.

• J. E. POOLE.

A representative of the National Wool Growers' Association appeared before the Western Trunk Line Committee on November 2, when the question of return transportation for live stock shippers was under consideration.

The committee published its report on December 7th and recommended to the General Traffic Committee that 10 days be allowed shippers to the Chicago market. This suggestion will go for approval to railroads reaching the other market.

AN ANALYSIS OF BUSINESS CONDITIONS

A few months ago Mr. W. M. Wood called down upon himself the wrath of the clothing manufacturers and dealers by saying that retail prices would have to be lowered before woolen textile business could resume on a post-war basis. There has since been a great deal of criticism of retailers for blocking progress, not only in woolens, but in other mercantile lines. Wages, too, have come in for a large share of consideration on the part of those looking through the maze of business reconstruction for a safe road on the other side.

It is helpful to read sane comments on those things from the pen of one like Mr. George S. Roberts, vice-president of the National City Bank of New York. The excerpts printed below are from the National City Bank's November pamphlet entitled, "Economic Conditions, Governmental Finance, United States Securities."

"The fundamental reasons for the check which has been given to trade over the world are not hard to name. A temporary stimulus was given to business immediately after the close of the war. There was a relaxation of restrictions upon private expenditures and governmental expenditures were still on a very large scale. The revival of trade between countries was a factor. The rise of prices, demoralization of exchange rates, delay in the re-establishment of industry in parts of Europe, poverty of European peoples, war between Poland and Russia, social unrest and threats of revolution have been unfavorable to industrial improvements. Great Britain sold quantities of goods to the Continent last year, for which the materials came from the United States, but such sales could not continue if the Continent did not develop ability to make payment. In any event the extravagant prices of wartime and the period immediately following were bound to be reduced." ***

"The break in cotton and woolen goods in this country came in May and under the immediate influence of slow trade, due in part to a backward spring, but this coincided with the broader influence which was world-wide, having its origin in the inability of the population to take the goods at the high prices prevailing." ***

"A reduction of 15 to 20 per cent upon cloth prices was put into effect at the opening of September, but the clothing trades have not been satisfied with these concessions. The time for making up goods for the fall season has gone, and that trade apparently has had all the goods it needed. Interest now centers in goods for next spring, and the clothing manufacturers are holding off for lower prices." ***

"There are two important elements of uncertainty in prices at this time. One is the labor situation. Price declines in the industries most affected have gone as far as they can at the expense of the profits of operators and as far as they ought to at the expense of producers of the raw materials. Cotton goods are being sold in some instances below present production costs, upon the belief that wage costs will be reduced. There is a widespread belief that wage-earners who have had large advances in the last five years will have to make a contribution to the general cause of lower living costs. At this time, when everything is unsettled and everybody is looking for the bottom level, where it will be safe to operate freely, this question of wages continually intrudes itself. Already instances are announced where groups of wage-earners have voluntarily offered to accept reductions of 10, 15 or 20 per cent to enable industries to continue in operation. The opinion is common that the movement will become general, if the consumer's strike continues. That is to say, if events demonstrate that prices must be lowered in order to distribute the products of the industries, wages eventually will be adjusted accordingly.

"The second element of uncertainty for the time being is the attitude of the retailer, who is generally maintaining prices in order to avoid taking losses on stocks purchased at the old prices. The reduced prices, as yet, have been only partially passed on to consumers, and the reports of slackening trade over the country indicate that the public is cognizant to the situation. The effort to avoid losses is natural enough, but it is checking trade, reducing production, causing unemployment and creating much dissatisfaction. Moreover, it is a very doubtful policy from the standpoint of the merchant. He doesn't like to devote his fall season to taking losses, but the sagacious dealer in a time like this will turn his stock over as fast as he can replace the goods at lower prices. By so doing he is at least get-

ting a dealer's profit to apply on his losses. Sooner or later there will be a leader in every community who will see that his interest is served by this policy."

"The markets have been in the seller's favor for a long time, but the buyer has regained the position of advantage. Sellers are again competing for his favor and on the whole it is a more healthful situation when the buyer has a choice. All sorts of wasteful practices have developed and been tolerated because the cost could be passed on to the buyer and consumer. They will be searched out and eliminated. Nobody is as keen after economies as the man who must develop them to save himself from loss. Theoretical complaints are made to the effect that goods pass through too many hands between the producer and consumer, and that there are too many parasites upon industry. These complaints for the most part are made without intimate knowledge of the complicated modern business organization, but such parasites flourish in the boom periods and are hunted out as profits disappear."

"The substitution of time work for piece work in the industries has been one cause of high costs to which no doubt early attention will be given. Good wages for honest work should be the rule, but less opportunity for shirkers."

"There will be a lot of compensations for a turn in the times which compels everybody to scrutinize costs more closely." ***

There are good reasons for confidently believing that this country is not going into a long period of depression. Such experiences in the past always have followed long periods of internal development, including extensive construction work, such as railroad-building, town-building, etc. Our periods of prosperity and credit expansion have been of this character, and it has usually happened that the movement has over-run the needs of the country at the time, and a period of growth was required afterward to bring the country up to its new facilities. This was the case in 1873 and 1893, the two most important crises of our recent history. In the period following 1893 recovery was delayed by the controversy over the money question. ***

Canada sent 37,534 sheep and lambs to United States markets during September, which was 10,000 more than the same month last year.

SCOTCH MANUFACTURERS PROTECT THEMSELVES AGAINST SHODDY

The Boston Transcript reports a very suggestive movement on the part of manufacturers in Scotland to secure fair estimation of their wool fabrics.

In the days of fierce competition, materials containing shoddy or mungo, and even cotton, sometimes found their way into the market under the guise of genuine Scottish woolens, to the detriment of the whole manufacturing interest. It was to meet this situation that some of the leading Scottish tweed houses allied themselves for the purpose of putting the identification of genuine goods on an immovable basis. To this end, without disturbing in any way the traditional manner of distribution through wholesale woolen merchants, they formed a society, the Scottish Woolen Trade Mark Association, and registered a trade-mark to identify Scotch tweeds conforming to a strict standard of purity.

By articles registered with the Board of Trade, the mark can only be applied to woolens manufactured in Scotland of pure new wool, free from any trace of cotton or other vegetable fibres, and from shoddy, mungo, or remanufactured wool. Materials thus distinguished must, in fact, under pain of expulsion of the manufacturer from the association, contain nothing whatever but pure, new wool, except where a small quantity of silk is sometimes used for decorative purposes.

Publicity Helps to Correct the Evil

Having obtained their trade-mark, which is impressed at intervals on the reverse side, the associated manufacturers, now including 40 of the leading houses in Scotland, proceeded to appropriate £20,000 to the purpose of making it known, and good results came from the publication of large advertisements of the Scottish Woolen Trade Mark Association in home papers and the leading trade journals, and in fact numerous indents actually specified that the goods must bear the trade-mark. At the same time, the effect upon fashion in this country,

both for men's and women's garments, was unmistakable.

The making-up trade, in which materials are now used far excelling in cost and quality anything seen five or even three years ago, is making great demands upon producers, and so keenly does public demand for trade-marked materials make itself felt that arrangements have had to be made by which garments are rendered of a woven silk label, showing the trade-mark, which can only be affixed under safeguards protecting the purchaser.

The qualities of the trade-marked tweeds are such that they are sure to make their way in all markets where they are introduced, even before increased production enables manufacturers, through the association, to advertise the Scottish woolen trade-mark abroad, and the mark is all to the advantage of export merchants handling woolen materials.

SHEEP AT THE OGDEN SHOW IN JANUARY

Anticipation that the sheep display at the second annual Ogden Live Stock Show, which is to be held at the Ogden Union Stockyards on January 6, 7 and 8, will be one of the finest and largest that has ever been arranged for Utah, is expressed by those in charge of the show. Arrangements have been completed for the event at which \$5,400 in cash prizes as well as many trophies will be awarded for cattle, sheep and swine exhibits.

Several livestock raisers of Idaho, Wyoming and Nevada have indicated that they will have exhibits in the sheep division, as well as the exhibits by Utah breeders and growers. Homer Fenn, superintendent of the sheep division of the show, reports excellent progress in getting herds, including Hampshires, Shropshires, Lincolns, Cotswolds, Rambouilletts and others. has received advices that several of the prize winning exhibits from the shows at Portland, Spokane, Lewiston and Boise will be brought to Ogden. In addition a number of choice herds that are to be shown in Denver will

make the Ogden show en route.

Charles H. Barton, vice-president and manager of the National Bank of Commerce, is president of the show association, the other officers being: H. M. Rowe, vice-president; Dr. J. K. Callicotte, secretary; R. W. Taylor, assistant secretary; J. Brennan, treasurer, and L. W. Whitlock, manager. A number of prominent Utah, Idaho, Nevada and Wyoming men who are interested in the livestock business form the executive committee and board of directors.

FEED CONDITIONS GOOD IN CENTRAL OREGON

There is truth in the old adage that there is no great loss without some small gain. While economic conditions confronting the sheep industry are the worst they have been in a decade, there is a surplus of choice alfalfa hay at \$12 a ton, while prevailing prices the last year or two were \$20 to \$25 per ton in the stack. There have been frequent fall rains and the Deschutes range is in splendid condition. The weather is mild and the new grass has started up, making an abundance of succulent feed.

Steps have been taken to reduce the princely salary of sheep herders and in many instances these have already been cut from \$90 and \$100 a month to \$75 per month.

If we can get an embargo against foreign wools until such a time as the Payne-Aldrich tariff bill can be revised and reinstated, there is hopes of resuscitating the range sheep business.

The First National Bank of Bend assisted its clients in securing rams. Arrangements were made with the Deseret Sheep Company of Council and Boise, Idaho, to secure 150 pure-bred yearling Cotswold bucks. A representative of the bank visited the range and selected 150 choice individuals which were shipped to Bend, Oregon. Fifty of them were taken in the Bend vicinity while the other 100 were shipped by truck 100 miles south to the Silver Lake Valley. By a special co-operative arrangement with the

Deseret people these bucks were distributed on a year's time and no interest is charged on the notes.

Those who participated in receiving the bucks were Emil Gowdy, Chas. Pitcher, Archie Warner, Robinett & McCall, Reeder & Jones, of Silver Lake; Con Breen and the Angland Bros., of Alfalfa, and Oliver Thorjorson, of Bend. Arrangements were also made by the bank to dispose of all of the cross bred lambs in Idaho next fall.

R. A. W.

CONDITIONS IN COLORADO

At the heel end of the range movement for this season, the northern and southeastern sections of Colorado attract considerable attention because of their importance as feeding sections. Fort Collins is the capital of the northern section and the southeastern section extends along the Arkansas Valley to the mountains at Canyon City. Ed Pritchett, one of the big operators in the Ft. Collins district, who was in Kansas City November 29, reported feed plentiful but both cattle and sheep short of last year by 30 per cent. He stated that alfalfa hay was selling at \$7.50 to \$10 a ton compared with \$20 up a year ago. Beet tops and pulp will be low in the same proportion as hay. He also said that if the market developed more favorably larger numbers of sheep and lambs will go on feed. Reports from the Arkansas Valley show that approximately 50,000 sheep and lambs are on feed. Around 87,000 were fed in this section last winter, and in some former years, upward to 225,000. An increase in this year's feeding operations will depend on market developments.

In the San Luis Valley, up in the mountains, where pea feeding reached its greatest run a few years ago, feeders are dividing their activities between hogs and sheep. In some cases, hogs are used to clean up the peas the sheep left, but there is a big turn to hogs. Fed sheep from Colorado sections will not start to move to market until about the middle of January.

C. M. P.

THE NATIONAL WOOL GROWER

NOVEMBER WEATHER ON WESTERN RANGES

By J. Cecil Alter.

The following summary of weather, livestock and range conditions over the West, has been compiled from the various reports and publications of the United States Weather Bureau:

UTAH—Temperatures were moderate, except the last week which was cold. Rain or snow was fairly frequent, particularly over the middle and northern portions, maintaining ample range moisture and favoring the spread of large numbers of sheep onto the winter grazing areas early in the month. Field work was hampered and some losses of alfalfa hay and seed chaff were reported, due to long exposure. The precipitation was much lighter, and in many storms entirely lacking, in the southern portion, and at the beginning of December moisture was greatly needed, particularly on the winter ranges of the extreme southwestern counties. Sheep have done well and cattle, which are still largely on farm pastures, are securing excellent feed and are thriving.

NEVADA—Early snowfall enabled livestock to enter the winter range territory earlier than usual, and practically all sheep that are not now being fed have been moved from the northern counties to the desert ranges of the south-central portion of the state. Occasional storms maintained a favorable condition over all the ranges through the month excepting those in the extreme south. Sheep have continued in good condition and cattle fair to good. Fall farm work has been practically completed, and there is an abundance of snow in the mountains.

IDAHO—Cold, stormy weather brought the last of the cattle and sheep down from the mountain ranges early in the month. The snow was so deep in some valleys as to interfere with farming activity. However, range feed has been good and fairly accessible to the migrating stock, and animals are entering December in good condition. The fall pastures and winter ranges are good, with abundant moisture available. The warmer weather of the

latter half of the month permitted much field work, and was welcomed by stockmen. There is still some grain in the fields of the southeastern portion, and some alfalfa and clover seed uncut.

MONTANA—The condition of the range deteriorated locally in eastern counties for want of moisture, though feed was ample for supporting livestock. The snow covering persisted only a short time in most of the lower range sections, though stock moisture was generally ample. The warmer weather of the third week was favorable for field work. Cattle are mostly in fine condition. The movement to market ended during the month.

WYOMING—Cold weather and deep snow which came rather early in central and western Wyoming necessitated considerable feeding and caused some suffering during the first half of the month; some lamb losses were reported due to exposure and lack of feed around Lander; and heavy shipments were expected because of the heavy snow. Warmer weather later in the month exposed some range in these regions and relieved conditions generally. Elsewhere over the state, especially in the southeastern and the eastern sections, the range has been open or partly open, and afforded fairly good feed as a rule; and in these regions stock are generally in good to excellent condition. At the first of December only local feeding was necessary, except on the upper Green River and around Lander, where it was more general. Stock shipments continued rather heavy from the Lander district.

COLORADO—Cold, wet weather early in the month was unfavorable for moving and shipping livestock in the region west of the divide, though better conditions prevailed in eastern Colorado. Milder weather during the rest of the month was generally favorable for stock, except it was too dry in the lower Arkansas Valley. The upper ranges were closed by snow early in the month but the lower ranges were open, and are affording good feed. The condition of the livestock was reported generally satisfac-

tory, excepting only in the extreme southeastern counties.

WESTERN TEXAS—Good rains and seasonal temperatures have produced a good winter range and all cattle are now on this range. Moisture has continued ample or abundant in all parts of the range. Livestock have been in first-class condition except that some weaker stock were pinched by abnormally cold weather early in the month.

NEW MEXICO—Cold weather early in the month caused some stock shrinkage over the northern sections, and toward the close cold weather and a light snowfall over the extreme northeastern portion are reported to have caused considerable loss of sheep and goats, especially around Artesia. Milder weather followed the early cold spell over most of the state, and stock continued in generally good to excellent condition, on ranges and pastures that are from fair to good. Stock water is becoming scarce and rain was being needed over the state at the beginning of December.

ARIZONA—Moderate to heavy rains early in the month improved the major ranges and increased the feed by inducing a prolonged growth of browse; and the water supply was assured for the winter in some northern sections. Milder and much drier weather subsequently, and up to December 1, caused many areas to become very dry, though the feed generally over the winter grazing ranges, where the stock are now located, has continued fairly good. Cattle and sheep as a rule have continued in fairly good condition, and shipments have been general though comparatively light, in recent weeks.

CALIFORNIA—Cold weather early in the month retarded pasture growth, but with the copious precipitation of the last three weeks in the middle and northern portions, the pastures and ranges have made great improvement. Considerable flooding of the lowlands due to heavy rains is reported, which damaged field crops somewhat, and hindered field work. Livestock are in satisfactory condition as a rule.

OREGON—The livestock and the pastures have remained in fairly good condition through the month, though there was some cold, stormy weather in the western portion early in the month. Field work progressed favorably except that heavy rains during the middle of the month did some damage and hindered field work.

WASHINGTON—The weather was too cold for growth during the first half of the month, though during the rest of the month much milder weather with frequent and ample rains proved very beneficial to fall sown grains and to the pastures and ranges.

THE ARIZONA OUTLOOK

Due to insufficient rainfall at the proper time pasture conditions on the fall and winter ranges in Arizona are sub-normal. In many sections the water holes and creeks, the usual sources of stock water, are dry, reducing to some extent the areas usually available for grazing. With the alfalfa and grain lands in the Salt River Valley given over to cotton it looks like sheep would have to go through the winter on browse. These conditions, coupled with the falling prices of wool and mutton, and the stagnation of business generally, have chilled the enthusiasm in many a diligent flockmaster.

The bulk of the lamb crop was disposed of in good season. Fat early lambs shipped to packing centers brought good prices. Late lambs sold to speculators and feeder buyers for September and October delivery brought less money, selling for from 10 to 11 cents per pound. Some growers who sold for November delivery were caught in the back wash of receding prices and were forced to claim the forfeit money, the buyers preferring to let their contracts go by the board rather than stand a loss of three or four cents per pound.

Difficulties were encountered in some parts of the state in selling old ewes. Formerly much of this aged stock was sold to farmers in the Salt River Valley, who lambed and fattened it in alfalfa and barley pastures. As

these have very recently given away to the growing of cotton to the farmers' sorrow, this admirable market is now lost to sheepmen. Old ewes that did not fatten well enough for slaughter are being carried through the winter.

It is now quite certain that here will be a large part of the 1920 clip of Arizona wool carried over to 1921. Most of this wool was shorn early in the year when prices ranged from 65c to 75c per pound in the grease. Recent quotations from Boston would seem to indicate that the market since then has declined about 50 per cent and that it may go still lower, although some authorities claim that the bottom has been reached. With large quantities of foreign wools arriving in Boston, woolgrowers in America have good reason to regard the future with apprehension.

The concensus of opinion of sheepmen in the Southwest is that unless the American government at an early date places an embargo on the importation of foreign wool and mutton many sheep-owners will be forced to the wall. Heavy receipts of these commodities at the primary markets have reduced prices to the point where American growers are unable longer to continue in the business at a profit. Unless relief is forthcoming in the near future the sheep industry will suffer incalculably.

BERT HASKETT.

MEETING OF THE AMERICAN HAMPSHIRE ASSOCIATION

The American Hampshire Association, held its 31st annual meeting at Chicago, December 1. After a dinner in the early evening, a business session was held, consisting of many interesting talks and the usual routine affairs, with President Robert S. Blastock presiding. The secretary's report, among other things, suggested the association's going on record as favoring a protective tariff on wool and meat. It also announced the following trophy cups:

Morrison cup, for the best flock, ram any age, two yearling ewes, two ewe lambs, to be won three times or twice in succession. Won in 1919 by Wal-

nut Hall Farms, Donerail, Kentucky.

Mrs. Jervoise Trophy, for pen of three best yearling ewes, to be won three times or twice in succession, to become the property of the holder. First shown for in 1920.

New Stephens Challenge Cup, offered by Mr. Edmunds on flock consisting of one two-year-old ram, one yearling ram, one ram lamb, three yearling ewes, three ewe lambs, to be won three times in succession or four times altogether, to become the property of the holder. First shown for in 1920.

The election of officers resulted as follows: President: Robert Blastock, Versailles, Ky.; vice-presidents, F. J. Hagenbarth, Spencer, Idaho; H. W. McLaughlin, Raphine, Va.; W. F. Renk, Sun Prairie, Wis.; Frank Sherwood, Shelbyville, Mo.; H. P. J. Earnshaw, Berlin, Mass.; secretary-treasurer, Comfort A. Tyler, Detroit, Mich.; auditors, A. G. Wood, Brighton, Mich., and Myrtle E. Hess, Pontiac, Mich.

REPORT OF THE WOOL MARKETING COMMITTEE OF AMERICAN FARM BUREAU FEDERATION

At the November 4 meeting called by the American Farm Bureau Federation, a committee was appointed to report a plan of selling the wools held in present and future pools that have become so popular in the Central and Eastern states. The following is the report of that committee:

The Marketing Committee, appointed at the meeting of November 4 and 5, in Chicago, submits to your committee a proposal for a permanent method of marketing the wool production of the country as follows: We have carefully considered the subject and have conferred with the officers of the American Farm Bureau Federation as well as with representatives from the co-operative selling organizations now in existence and now submit for your consideration, the following recommendations:

1. That the National Wool Committee accept the marketing service of the American Farm Bureau Federation, by that a man will

be appointed to work under its direction, looking to the wool marketing problems of the country in co-ordinating the various wool pools and the establishment of concentrating centers as may be deemed advisable, and other matters of interest to the industry. The marketing of the 1920 wool clip not already provided for, to have the immediate attention of such marketing service.

2. That the expenses of such a man be financed through the various wool

pools and American Farm Bureau Federation.

3. That the following cities be designated for warehouses with the understanding that other cities may be added from time to time after a thorough investigation is made and the wisdom thereof is demonstrated: Chicago, Illinois, Columbus, Ohio, Galveston or Houston, Texas, Syracuse, New York, Lansing, Michigan.

4. That all warehouses to be established, be incorporated and operated

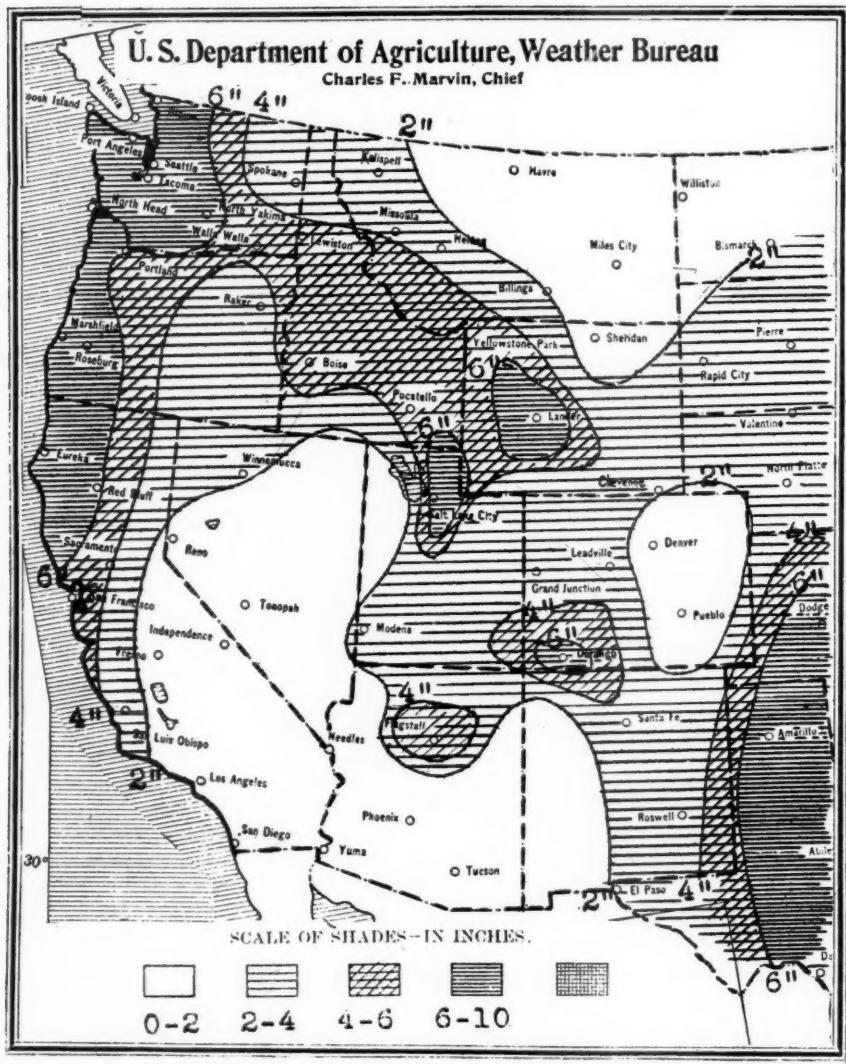
The Year's Rainfall From March 1 to Nov. 30

Data from the U. S. Weather Bureau

	March 1 to Nov. 30		Sept. 1 to Nov. 30	
	inclusive		inclusive	
	1920	Normal	1920	Normal
UTAH—				
Logan	12.00		3.90	
Salt Lake City	17.80	11.97	7.03	3.68
Moroni	10.15	11.38	2.47	2.54
Modena	9.89	8.99	2.72	2.54
NEVADA—				
Winnemucca	6.27	5.50	2.25	1.60
Reno	5.33	4.87	1.24	1.77
Tonopah	3.44	7.83	0.86	2.24
IDAHO—				
Boise	10.10	7.75	4.80	2.55
Pocatello	11.72	10.61	4.83	2.41
MONTANA—				
Helena	12.83	10.30	3.74	2.60
Kalispell	10.51	12.00	2.38	4.40
Havre	11.54	11.90	1.65	2.30
Miles City	9.13	11.40	1.12	2.30
Williston, N. D.	12.04	13.33	1.61	2.28
WYOMING—				
Yellowstone Park			4.37	3.59
Sheridan	13.31	12.16	1.84	2.99
Lander	13.34	12.17	7.26	2.67
Cheyenne	14.41	12.37	3.49	2.07
Rapid City, S. D.	22.80	17.32	2.79	2.82
North Platte, Neb.	18.11	17.55	2.16	3.05
COLORADO—				
Denver	8.28	12.38	1.01	2.37
Pueblo	8.73	11.50	1.81	2.40
Grand Junction	7.46	6.71	2.94	2.41
Durango			6.38	4.74
Dodge City, Kan.	23.81	19.02	8.05	3.72
TEXAS—				
Amarillo	19.89	20.23	6.24	5.23
Abilene	31.50	21.71	10.35	6.71
Del Rio	17.36	18.58	6.78	5.68
NEW MEXICO—				
Santa Fe	10.34	12.29	2.33	3.49
Roswell	10.49	14.27	3.61	4.97
ARIZONA—				
Flagstaff			4.84	4.05
Phoenix	3.35	5.42	0.56	2.32
CALIFORNIA—				
Los Angeles	7.17	7.01	1.95	2.31
Fresno	6.53	5.22	1.83	2.02
San Francisco	9.26	9.95	4.66	4.05
Red Bluff	14.51	12.97	8.52	5.57
OREGON—				
Roseburg	19.87	18.22	12.32	8.02
Portland	19.91	25.40	5.84	12.00
Baker City			2.20	2.85
WASHINGTON—				
Walla Walla	14.25	11.93	5.74	4.53
Spokane	8.41	12.02	2.72	4.82
Seattle	22.33	22.17	10.95	10.67

The areas receiving the various amounts of rainfall are shown in the map on page 40.

Sections of High and Low Rainfall in 1920



under the Federal Warehouse Act.

5. That as soon as plans for the handling and disposition of such portion of the 1920 wool clip which has not already been provided for, have been perfected, immediate steps be taken towards the formation of a national centralized system of warehousing, grading, financing and selling. This system to provide protection to the organization by obligating the producers to consign their wool to such organization for a period of not less than three (3) years.

6. That the marketing committee ascertain the prices at which blankets,

auto robes and other woolen fabrics can be manufactured from stocks of wool now on hand, and capacity of such mills and submit its findings to the various state organizations.

To The Congress of the United States:

We, the Wool Marketing Committee of the American Farm Bureau Federation, representing the Wool Growing States of the United States of America, respectfully submit for your earnest consideration, the following:

Whereas, in response to urgent appeal during the war, the domestic production of wool was greatly increased.

And whereas, due to the demoralized

market conditions there has been an almost complete cessation of buying, resulting in no demand for wool, the warehouses of this country are now filled to overflowing with such accumulations awaiting an outlet.

Whereas, due to the unfavorable condition of foreign exchange, foreign wools are being dumped on our domestic markets at prices considerably lower than the cost of production at home,

Now, therefore, be it resolved, that Congress be petitioned and urged to place at its session in December, an embargo on the importation of wools, woolens and all sheep products; or, enact such other emergency legislation as will prevent the annihilation of the wool growing industry of this country.

We respectfully represent that the seriousness of the situation demands immediate action.

MANUFACTURERS TALK LOWER WAGES

A cut of 22½ per cent in the wages of 275,000 mill hands in New England is likely to be made effective about December 20.

A meeting of the executive board of the United Textile Workers of America has been called for December 17, in New York. Manufacturers in conference at Boston on December 9 issued this statement:

"It is evident from what has transpired in the past few months that there has been an insistent and compelling demand on the part of the public that the cost of living should be lessened by a readjustment of the rates of commodities entering into the expense of daily life. This demand has been, and is, country-wide, and it becomes the duty of all those interested in industries which affect immediately the cost of living to give serious consideration to this subject.

"Manufacturers have been reluctant to make any radical change in wages because of its effect at a time when there has seemed to be so little willingness on the part of the retailer to do business on a lower basis of price, but conditions have recently come about whereby this situation has been

(Continued on page 42.)

NOVEMBER ADJUSTMENTS

November was the most discouraging month livestock men have encountered in a great many years. It was a period of restricted demand, falling prices, and hard weather in many sections. The only ray of sunshine that filtered through the foggy situation was that prices for other commodities were falling, and that the entire adjustment was being made to a pre-war basis. Livestock men are willing to accept adverse weather and feed conditions without a murmur, but when it comes to cutting the price basis so severely that not only actual assets were wiped out but credit vanished also, it was a blow struck at the basis of necessary production. The slump in cattle and hogs was more severe than in sheep. All fell to a new low level for the past four years. The decline in hogs brought less financial strain as they had been produced under cheaper conditions than either sheep or cattle. Western flockmasters fared the best as the bulk of the range supply had either been marketed or was under contract for a specified price. The early run of short fed sheep and lambs was at a material financial loss, while the November cattle market was so much lower than anticipated that ranchmen were stunned. The decline, of course, in cattle was due to the fact that stocker and feeder demand, checked by a tight credit situation, and the severe loss feeders encountered last winter, fell to unusually small proportions, and it did not revive until prices were quoted down to real bargain levels. When prices reached the low position 56,000 thin cattle were bought in one week on the Kansas City market by feeders.

The ewe market was nearer a collapse than for any other class of sheep. Breeding grades sold as low as \$5 a hundred pounds, and choice young ewes sold as low as \$6.50.

The producer's present adversity, of course, is the buyer's opportunity. Not in many years past have men who intend to get back in the producing side, found a better opportunity than now. Some sheep and cattle men who have

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large herds and flocks are holding on to them, and reducing average cost by buying at the prevailing low prices. Not many are in a financial position to do this. The small feeder, because of his ability to finance his own deals is in the strongest position of the past several years. Those who are most pessimistic in regard to the general outlook, believe that conditions will improve after the first of the year, others before then. An improvement, however, will not come until general sentiment changes from its present position of gloom and credits ease up.

C. M. P.

PREPAREDNESS FOR ADVERSITY

The position of most wool growers of this section of the country is rather serious at present, for this reason: The cost of producing a pound of wool and a pound of lamb chops has been mighty high the past season, with a dead wool market, a cold backward lambing season, and wartime running expenses. But I know a few wool growers who simply laugh at the situation because through the past few years of so-called good times, they have been cutting down the number of their sheep, culling out the inferior grades, and purchasing better rams of uniform type so as to build their flocks to that large framed, "wrinkleless," hearty, heavy-wooled type of sheep that harmonizes with the Western range and the big markets of our country.

These fellows are careful students of the wool growing business, as one can plainly see by the rather short dock of the ewes, the pleasing uniform mark carefully put in every ear of the whole flock, the wool brand placed on each sheep so near to the same position that the owner can look for his brand in a strange flock and locate it by its position. With the money received for culs they have fenced their grazing grounds or summer range, with hog wire and by doing so cut the running expenses and losses, and allowed the herders plenty of time to pull or grub noxious weeds, fill gullies and washes with brush and trees so the flood wa-

ters will deposit sediment and not wash them deeper.

The truth of it is these owners of sheep and range have been on the job, taking hand in every active part of the work that belongs to the business and watching over it carefully. They have not been dabbling in every "wild-cat" proposition imaginable. In short, they have been studying every condition in the past history of the sheep business, knowing that the time would come when a turning point would be reached, and were preparing for it. So now we find them prepared to go right on in the affairs of sheep and wool growing without crying hard times and cursing a Democratic administration, because they know that a level shall be found sooner or later and that they shall be able to walk on it for these reasons:

First, they were not selfish and could see that it was not quantity that should be sought to build a permanent business, but quality. Therefore, they cut the number of sheep down to just what their range would support and keep up year after year. These culs were sold for a high price. The very choice grade of sheep was held. These same growers knew all the time that an overstocked range meant a temporary gain, but a permanent loss. They have, therefore, saved themselves that embarrassment by running small flocks. In the second place, more careful attention can be given the sheep through the winter by getting them around in small rough places, better shelter and feed—that the fellow with a large flock can never get without much danger of loss. These small flocks have more careful attention all the time and for that reason return the owner more profits, much less worry and an assurance of a brighter future.

Now there are many wool growers who are hard hit at present, but they know the sheep business has a brighter future. This is the middle class, but I want you to see the big class and some of the reasons why they look so pessimistic at the sheep business and can see no silver lining in the present

dark clouds that are before the industry.

Before the great European war started, these wool growers were just getting established in the business fairly safe and then prices of wool and mutton began to jump along by jerks that were very inducing and by the time our own country was mixed in the conglomerated mess, prices of wool and mutton were getting very high and a general feeling went over the country that anyone could take a "doggie" and a lame, old ewe and soon acquire a fortune; and that the time would never come when a decline in the game of handling woolies would come.

How grand it was to sit around in the lobbies of the hotels of the nation with a big, fat cigar about half a foot long sticking out of one's face and feet perched on the writing desk; how elevating and uplifting it seemed to be approached by monied men and never be refused a loan of money to enlarge the flocks or secure more range? Such were the conditions and the big class of growers took advantage of the opportunity. They bought sheep and land with the other fellow's money. Prices have dropped and the monied man and banks want their money.

This same class of growers hired nearly all work connected with the business done and because most of the boys were in the army, any and everything in the line of men was given a position at a fancy wage and turned loose to order anything they wanted from any merchant in the country and charge it to the grower. Under such conditions, expenses went sky high, often making the board of one man for a month amount to between \$40 and \$50. Then, too, whiskey is always a bosom companion of prosperity and much of it was in the camps and hotels and the business of bootlegging was a paying one. Therefore, many times its agents brought whiskey to the camps. Well, anyone with common sense knows that whiskey and business do not work in harmony for the success of the latter.

The range, summer and winter, was over-stocked with sheep—sheep, yes, anything that walked on four legs and

had a little wool on its back. To sell an old ewe was out of the question. To cull out the inferior types and sell them was a crime. To pay attention to details was too simple to do. Why pay attention to over-stocking the range; why think of a permanent loss and a temporary gain? In short, they were having too good a time riding in fine autos, congratulating themselves on the prosperity they were enjoying and letting disinterested parties do the work, if one could call it such in many cases.

But why enlarge upon the picture? You who read this may do it. You may analyze the two methods as I find them in Utah, Colorado, Arizona and Nevada. Decide for yourselves the method that will make you safe in the wool growing business, then go ahead.

What have you done to improve the range? What have you done to cut down expenses and receive clear gain from a smaller flock, or a number of smaller flocks?

D. WILSON WOODARD.
Cedar City, Utah.

MANUFACTURERS TALK LOWER WAGES

(Continued from page 40.)

materially affected and prices of articles entering into the cost of living have been reduced to a considerable extent. Now that the process of readjustment has operated in the wage earner's favor, and living costs are still further to be lessened as the present low prices of raw materials are reflected in retail costs, the manufacturer can properly take some action to lessen the labor costs involved in production.

"The refusal of buyers to purchase goods for the past four or five months on a high basis of cost has led to a stagnation of the markets upon which the manufacturers depend, so that at the present time many of the textile mills in New England have been obliged to shut down; many more are working on short time, and unless something is done to remedy these conditions, unemployment will be increased and continue.

"Therefore it becomes the duty of manufacturers to consider some means of providing for a stabilization of prices so that merchants may be put in a

position to order goods without fear of further declines.

"It is obvious that no one will buy the product of the mills until the various factors, including labor, entering into the cost of production have been reduced to a point which represents to the purchasers of the mills' products a safe basis for doing business.

"In order to stabilize conditions so that goods can be purchased and business be done, it is indispensably necessary, unfortunate though it may be, that there should be some wage reductions. The textile manufacturers have given careful consideration to every phase of this situation and have taken into account all possible methods of bringing about conditions whereby their plants may be operated without any change in the wage scale, but they find that this is impossible.

"Accordingly it has been suggested that a reduction of 22½ per cent will aid materially in stabilizing the market. This will approximately re-establish the wage schedule of November, 1919, and will leave wages in the textile industries more than double the wages of 1915.

"If this reduction is made, it is hoped that merchants will feel that the factor of labor, as well as raw material costs, has been so adjusted that they will feel secure in placing their orders for merchandise.

"If this turns out to be the result, employment can be provided, and it is hoped and expected that business can proceed on this basis. It is also hoped that the public will respond to this suggestion, and that manufacturers will be able to go on with their manufacturing process and with no further reduction in the wages of employees."

GOOD RANGE AT MERTZON, TEXAS

Range conditions in this, the heart of the sheep country of Texas, are ideal. I do not think I ever saw it better; grass and weeds are coming along fine. All stock is fat. Owing to the lack of wool sales and the money stringency, there is almost no trading in sheep. We raised a big lamb crop this year and prospects are good for another next spring. About all the wool and mohair has been shipped to Boston from this part of the country.

W. M. NOELKE. Mertzon, Texas.

December, 1920

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NOVEMBER AT THE OMAHA SHEEP MARKET

Last month's trade in sheep and lambs at this point was very satisfactory from a selling viewpoint, although receipts were not burdensome. About 211,664 head were received, compared with a November supply last year of 215,664 head, a decrease of 6,000 head. Short-fed sheep and lambs comprised most of the offerings, varied by an occasional clean-up shipment from the range country. Average quality was none too good.

The month opened with a fair advance in killing grades but improvement was of a temporary character and since the first week of November, values have shown a sharp and continued decline, with the month's closing trade on bottom. The lack of a market for pelts, tight money and heavy importations of foreign mutton have been bearish influences in the market.

Some recovery in prices has occurred so far during December, but values are still unevenly lower than those reported a month ago. Good fat lambs that were worth up to \$12.75 on November 1, are now bringing \$11.50@11.75, with a quotable limit of about \$12. Fat ewes at \$4.75@5.50 show fully as much decline as fat lambs, and culls and canners are a drug on the market at prices as low as 1 and 2 cents a pound. Fat yearlings have been fairly active up to \$9@9.15, and the supply of aged wethers continues very small, hardly enough coming to afford a fair test of values.

Feeder trade during November was featured by small receipts, a slack country demand, and a lower trend to values. The market has become little more than a poorly outlined series of sales, mostly of a catch-bid character. Compared with a month ago feeder prices show a ragged decline of about \$2.50@3. Best feeding lambs are not worth more than \$9.25 at the present time and inquiry for thin ewes is very dull, even at a price spread of \$2@3.50. The movement of feeders to the country last month amounted to 107,876 head, as compared with a November output a year ago, of 77,723 head.

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Current quotations on the various classes of stock are about as follows:	
Best fat lambs	\$11.50@11.75
Medium to good lambs	11.50@11.25
Plain and heavy lambs	10.00@10.50
Yearlings	8.25@ 9.15
Aged wethers	5.75@ 6.75
Good to choice ewes	5.00@ 5.50
Fair to good ewes	4.50@ 5.00
Cull and canner ewes	1.50@ 2.50
Good feeder lambs	8.75@ 9.25
Inferior grades	8.00@ 8.25
Good feeder ewes	2.75@ 3.50

KANSAS CITY SHEEP MARKET IN NOVEMBER

November sheep and lamb prices fell to a new low level for the year, but in the closing days of the month regained about \$1 of the loss, owing to a sharp decrease in receipts. Compared with opening prices for the month, closing quotations for lambs were off \$2 to \$2.50 and sheep down \$1 to \$3. The biggest decline was in half fat sheep and stock and feeding grades. The general market throughout the month was erratic and very sensitive to moderate increases in receipts. The swing in prices kept shippers in an uncertain mood and a few days of liberal receipts was followed by very meager supplies. Killers bought a larger per cent of the offerings than usual, due to the small country demand for stock and feeding grades.

The change of most importance during the month was that the range movement was completed and the run from corn belt feed lots started. As is usually the case, most of the fed grades were out of corn fields, short of finish and burry. The few good lambs and fat sheep offered commanded a 50 cent to \$1 premium over the other kinds, and common grades sold at the biggest discount the trade has known in recent years. At the low point the third week in November fat lambs brought \$10 to \$10.50, ewes \$3.50 to \$4.25, wethers \$5.50 to \$6, and yearlings \$8 to \$8.50. On the close fat lambs brought \$11 to \$11.75, ewes \$4.50 to \$5.50, wethers \$6.75 to \$7.25, and yearlings \$9 to \$9.50. The general

market is entirely on a meat basis as there is small demand for wool pelts or other by-products.

Though short fed grades are coming freely, it will be the middle of January before the movement of full fed classes is under way, and the best fat lambs which usually come from the Colorado feeding sections will not be much in evidence before the latter part of February. It is generally estimated that 30 per cent fewer sheep and lambs are on feed east of the Rocky Mountains than a year ago, and this decrease may be sufficient to insure a good demand for all fat grades.

Demand for stock, feeding and breeding sheep was dull the entire month. Thin old ewes sold as low as \$1.50 a hundred pounds and good breeding ewes brought only \$5 to \$6. Few were offered in either class. Feeding lambs brought \$8 to \$9, and sold slowly at that. However, there has been no material liquidation in breeding flocks, either in the corn belt or elsewhere. Texas and the Southwest, which a year ago had standing orders for breeding ewes, have bought practically none in the past three months, but at the same time, they have increased holdings from this year's lamb crop.

Kansas City receipts for November were 121,022, or 2,500 larger than in the same month last year, though 4,000 short of November, 1917. Because of the decreased number on feed receipts will be light until early spring when Southwest grass grades are available.

C. M. P.

LAMB SLAUGHTER AND IMPORTS

Total exports of lamb and mutton from New Zealand to the United States during the first eight months of this year amounted to 1,488,000 carcasses. In October the home slaughter of sheep and lambs was 1,068,000 head, about two-thirds the number for October, 1919.

American slaughter for 10 months of 1920 was 9,082,000 as against 10,230,000 during the same part of 1919.

HIS LAST BUFFALO

(Continued from page 15.)

the horse and the old man having strapped a brilliant Navajo saddle blanket on the animal's back, mounted and started for the hill from where the buffalo had been sighted, the boy following on foot.

The old man with the boy at his side, having left the pony below the crest of the hill, crept cautiously to where he had no trouble in discovering the animals the lad had reported. Buffalo they were of a truth. He who had seen them by tens of thousands in the olden days had not forgotten how they looked.

"Thou art indeed right," he whispered to the lad trembling at his side; "they are buffalo to be sure. **Gracias a Dios.** I shall once more have a hunt, such as the olden times gave me when a boy."

He noted the direction of the wind from the little puff balls of dust that a bunch of range horses kicked up as they trotted down the trail towards a distant watering place.

"Do thou stay here while I ride softly around beneath the cover of yonder deep arroyo," he told the lad. "When I am as close as I can get to them I shall ride boldly out and the good little 'Chappo' shall carry me quickly into their midst. Thou canst see it all from here and I will try to drive the herd towards you so the meat will fall close to camp, **Adios,**" and he was off crouching low over his pony's neck lest the great game he was after might see him.

To the boy lying on the crest of the hill it seemed ages before he noted signs of alarm among the buffalo quietly grazing in the open plain. Then one or two of them stopped feeding and raised their great heads as if to test the wind with their keen nostrils.

Suddenly from the shelter of a small ridge a single horseman charged at the herd which, alarmed at the advancing figure, at once raced off in that heavy, lumbering gallop peculiar to their kind, apparently very slow but in reality so fast that it requires a rather speedy horse to match them.

"**Bravo chappo,**" cried the boy, as his pony fairly flew towards the closely bunched buffalo. "**Andelate,** forward, and thou surely will catch them."

Bareheaded and wearing only his shirt, blue cotton overalls and **teguas**, the old man had stripped for the race. In the hollow of his left arm lay the heavy rifle, while his heels beat a devil's tattoo on **Chappo's** ribs.

Soon the game little racer carried the hunter along side the flying bunch and slowly crept towards the leaders. When running, buffalo will seldom turn from the direction in which they are going and the presence of the horse and rider on their right flank did not turn them a foot from their course.

The pony was not a trained buffalo horse but he was a trained cow horse and as such knew what was expected of him, so without guidance from the old man he worked closer and closer to the nearest animal in the herd. When within three feet of the great animal's side the hunter laid the rifle across the saddle blanket in front of him, the muzzle almost touching the beast's shaggy shoulder, and the boy from his lookout saw the spurt of smoke from the weapon as the buffalo reeled and staggered.

The pony swerved away from the beast and the boy saw his grandfather raise the rifle and pump another cartridge into the chamber. Again the pony lay close alongside another buffalo, a cow with a calf at her side. Once more he saw the spurt of smoke but as the sound of the shot came to him across the prairie he saw the pony stumble and fall, the rider pitching clear over its head. In an agony of fear he saw the maddened cow charge repeatedly at the prostrate body of the old man while the pony freed from control, ran around for a moment, then started for the sheep camp under the cliff. As he ran to intercept the horse the boy noticed that the rest of the buffalo had passed out of sight over the ridge but the cow which had been charging the man had apparently been badly wounded and was now on her knees in her dying moments.

Fortunately the pony passed close

to the lad, who having caught him, mounted and rode quickly to where the old man lay.

He was not dead as the lad feared but badly gored in the thigh by the sharp horns of the vicious cow which had also trampled and butted the old man in her dying fury. Throwing himself from the pony's back, the boy ran to his grandfather. The old man was breathing hard and blood was flowing from the wound in his thigh and also a great torn place on his side, made evidently by the hoofs of the cow.

The old man's eyes opened slowly. He looked anxiously at the boy. "Ride quickly, Felipe, to the **rancho** of the **Americano** cattleman and ask for aid for thy suffering grandfather." Then his eyes closed and he could say no more.

Four or five miles across the valley, close under the mighty battlement of the Buckskin range, nestled the home ranch of the company whose cattle grazed by thousands throughout the region. In front of the stone ranch house stood a shining auto, while hitched to the "snorting post" was a horse, saddled and bridled.

A man and two women standing on the porch watched the boy as he rode towards the ranch. Throwing himself from his pony the lad, embarrassed by the presence of the women, and further handicapped by the great excitement he was under, could hardly speak, but between his sobs—for he was crying softly—began to stammer out his tale in broken English. The man's eyes softened and his face broke into a smile of kindly sympathy. "**Que tiene muchacho?**" he asked in Spanish, for, a Texan born, he spoke that language as readily as his own. "What's the matter, boy?" Instantly the boy's face lit up with joy and he poured out his story in his native tongue in a perfect torrent.

At the description of the buffalo hunt a look of indignation swept over the cattleman's face, followed by one of mingled amusement and astonishment.

"Here's where you get action on your Red Cross training, Katherine," he said to one of the women when the lad finished speaking. Then he out-

lined to them very hastily the boy's troubles.

"From his description of the place where the old man was hurt I think you can drive the car to within half a mile or so of him by following the road that leads to Lees Ferry," he explained. "It's about twelve miles around by the road but we will need the car to bring him here and also a horse to get him from where he now lies to the car, provided you can't drive it directly to the spot."

Already the women were preparing for the trip, Katherine carrying in her hand a Red Cross first aid outfit, her friend half a dozen pillows and a couple of blankets from the house with which to support and make comfortable their patient in the car.

"I'll take my horse and ride straight across the valley with the boy," her brother said, "for we can make it in half an hour and you will do well to get there in an hour by the road. What can I do to make him comfortable before you come?" he asked.

"Nothing," was her reply, as they entered the car. "If an artery has been cut he is already beyond human aid, and if not, it will be best to wait until I come, for he will be in no immediate danger. Take a water bag with you, for he will want water badly." She started the engine. "Drive down the ferry road until you see me," he shouted to her. "As soon as I locate the spot I'll ride towards the road and guide you in. He must be somewhere near the 'Tablerock' so keep on down the road until you are abreast of it." The car lurched forward, swept into the road that led up the valley and was quickly lost in a cloud of dust. A moment later he and the boy rode swiftly out across the valley towards the scene of the accident.

Raising the ridge that hemmed in the little swale, two black spots showed where lay the dead buffaloes and a few moments later they sprang from their horses and knelt by the side of the wounded man. His eyes opened weakly, his right hand reached out groping for something.

"Water," he cried. Quickly the boy brought the water bag from Hender-

THE NATIONAL WOOL GROWER

son's saddle horn. The sufferer drank eagerly, sighed and relapsed into unconsciousness. A hasty glance at the wound in his thigh showed it had ceased to bleed and realizing that his sister's presence was the thing needed, Henderson mounted his horse and rode up the ridge towards the road. He had rightly guessed the location of the accident but underestimated the possibilities of the speed which could be developed by a good car in the hands of a nervy woman bound on an errand of mercy, for the auto was fairly burning up the road not more than two miles away. At his signals she turned out of the road and cut directly across the prairie towards him and by skillful driving soon brought the car to a spot not twenty feet from where the old man lay. Instantly the two women were on the ground and, while her friend placed pillows beneath his head and tore open the Red Cross outfit. Katherine went to work with all the skill and tenderness born of eight months in hospitals born of eight in France. Working rapidly but carefully they soon had their patient fixed up as well as was possible under the circumstances. Placing him in the car where he was made as comfortable as they could the two girls started on the drive to the ranch to which Hender-

derson felt he should be taken. In the west the shadows of the great Buckskins were reaching out their long fingers into the valley. It was more than two hundred miles to the nearest railroad; a hundred to the first doctor. If the old man's life was to be saved Henderson felt it must be through the ministrations of his sister whose army hospital experiences made her undoubtedly equal to the average small town doctor in that out of the way part of the world. Having seen them across the rough prairie and onto the road leading back to the ranch, the cattleman and the boy rode to the top of a little prairie hill for the purpose of locating the sheep that had been left alone so long. As they reached the top there in the valley below them were the buffalo, while in the distance could be seen the sheep, grazing slowly towards their usual "bed ground." The sight of the buffalo brought back to the man the story of the hunt which had ended so disastrously for the grandfather. Again that amused look came across the cattleman's face. He turned towards the boy who was on the ground cinching the blanket on his horse. "Muchacho," he said, kindly, "did you and your grandfather really believe these to be wild buffalo

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to be hunted and killed as in the olden days?"

"Of a truth, Senor, we did," and the boy hesitated, "but why does the Senor ask? Art there other than wild and free buffalo here, those that may not be shot by any one who sees them?"

There was naught but truth in the boy's eyes and tongue. Of that Henderson was absolutely certain. So he told him briefly how several years before, a famous old time buffalo hunter had brought into this far off corner of the West a number of buffaloes which he had purchased from a man who had them in a game park in the far East. It was his thought to cross them with the range cattle and thus create a new breed of hardy animals that could better stand the rigors and hardships of the range country.

The plan failed, however, and the man disgusted at his lack of success, sold the animals to the cattle company of which Henderson was the largest owner since which time they had been allowed to roam the valley as they pleased until they had increased greatly in numbers. "All the young are branded with our ranch brand," he explained, "and they may not be killed by hunters any more than our cattle." At the word "brand," a frightened look came into the boy's eyes. He knew well the punishment the laws provided for illegal killing of branded animals.

"**Valgame Dios,**" he exclaimed, "has he then committed a crime such as this, he the most honest and proud of men."

His body shook with emotion. He ran to the side of Henderson's horse, holding his hands up in pleading.

"**Senor, ah Senor,** wilt thou not forgive the innocence of an old man who knew not of such strange things as thou hast, but just told to me. Tell me the worth of the dead buffaloes and I, Felipe, will pay to thee their full value and more, but for the love of the Blessed Virgin, let not my poor "Tato" know of his mistake, for it would break his heart to know he had wronged you." The boy in an agony of grief grasped Henderson's feet as he sat on his horse. The cattle man

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sprang to the ground. "Forget it, child," he said, patting tenderly the curly head of the boy, "you shall not pay for the dead animals nor shall your grandfather ever know of his mistake. 'Twould be, indeed, a shame to take from him the pleasure he will always have in the thought that in his old age he has had one last great buffalo hunt. Dry your tears and after you have drifted the sheep onto the bed ground ride to my camp where the wounds of the old man shall be tenderly cared for."

Just at sunset the auto reached the ranch. It had been a long ride, for the road was rough and it was necessary to drive slowly lest the wounds of the man break forth afresh. Henderson had already arrived—the boy came an hour later.

Tenderly they laid the wounded man on a cot in the great living room of the ranch house and Katherine removed the temporary dressings, cleansed the wounds and did all she could with the material at hand to save the old man's life. Through it all he lay unconscious, although breathing regularly. Suddenly he gave a great sigh and opened his eyes. A troubled look swept across his face; his lips moved.

"Felipe, Felipe," he moaned, searching the room for the lad, "art thou near and where am I?" Instantly the boy was at his side. "Here I am grandfather, and thou art among thine amigos."

The old man's eyes closed. "Felipe, boy," he said, "my heart is full of joy, for has it not been granted me to again hunt the buffalo as in the olden days. Would that thy father could have been with us to have seen the great beasts that fell before my rifle. What stores of dried meat we shall have for the winter. But," and he tried to raise his shoulders from the cot, "but art thou not already at work preparing the meat for drying. Let there be made ready great kettles of brine into which each piece shall be dropped before it is hung in the sun. Do thou see that none of the meat is wasted. **Aye de mi**, that we have none of the women of our family who knew so well

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how to do with the meat."

A spasm of pain swept across his drawn face. The boy's cheek was pressed close against that of his aged relative.

"Grandfather," he sobbed, "thou art indeed a mighty hunter. Did I not with my own eyes see thee kill the two great beasts? When thou art again well and strong perhaps the herd of buffalo may return and thou canst have another hunt. How proud we shall both

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be when we return to the old *placita* on the Pecos to tell them of the good fortune which befell thee. How all thine *amigos* will envy thee thy good luck."

Pride and joy shone in the fast dimming eyes of the patriarch at the words of praise. Gently he stroked the head of the boy who young as he was, yet sensed in a measure what the keen eyes of the nurse had noted for some moments. Again the old man spoke:

"*Adios, pobrecito,*" he said softly, "look well to thy sheep that the patron may find thee faithful when he comes to take the lambs from the herd. Speak with a false tongue to no man and remember always that thou art a Caballero—a Baca of the *Conquistadores*."

With a deep sigh he closed his eyes, sank back on his pillow, and the spirit of the old buffalo hunter was winging its way to those happy hunting grounds across the dark river.

DESCHUTES RAMBOUILLETS WIN AT PORTLAND

The Central Oregon Rambouillet Association with headquarters at Bend, Oregon, made its initial exhibit at the Pacific International Live Stock Exposition at Portland.

It was composed of twelve ram lambs entered by Dan Heising of Sisters, John Mars of Tumalo, W. L. Bergstrom of Deschutes and five ewe lambs entered by Mr. Hourigan. The exhibit was fitted by J. A. Schooling, former fitter for the Baldwin Sheep Company.

The exhibit encountered very stiff competition from the Butterfield Live Stock Co. and the Moran Sheep Co., and the beginners felt quite satisfied when they won fourth, fifth and sixth on ram lambs and fifth and sixth on ewe lambs, on classes numbering around twenty-one individuals. The association felt that it had to get in the game sooner or later and there was no better time to do it than to go right in against the best breeders in the country in order to find out what the weak points in the local sheep were.

R. A. W.

UPS AND DOWNS IN SHEEP RAISING

(Continued from page 22.)

I was the envy of all the boys in the neighborhood. Perhaps had the goat confined his browsing to the bent apple tree, which bore apples of little value anyway, the forced ending of the close companionship between myself and the goat would not have come so soon, but this goat, like his kind, was particularly fond of rose bushes, honeysuckle vines, and every other species of flower and plant which my father had accumulated around the home. One morning when some sheep that had been gathered in the night before for an early start the next morning marketward, were driven away before daylight, my goat went with them. When I discovered this I chased as hard as I could after the flock, finally catching up with them, but my protests and tears were of no avail. The goat had gotten father's goat, and father had gotten mine, and that was the end of it. But in lieu of the goat I was given a lamb, which was tended with great care. But alas, he sickened and died and with grandmother's help and sympathy, we buried him. It is from small acorns that might oaks grow, and it was from these small beginnings that I learned to like sheep, and through the good and the bad, I have stayed with the industry for forty years, and upon the whole I can truthfully say that there has been more good years than bad.

To be successful with sheep one must have something of the characteristics of sheep, at least, it is necessary to be patient. Can we conceive of anything more patient than a sheep, nor of greater need of the exercise of patience than by the man who works with sheep? We are going through a period when the sheep and wool grower needs to exercise all of the patience with which he is endowed. Will we be rewarded, and if so when? These are paramount questions, and one man's guess is as good as another's. But I can say this, that for forty years, through which period there have been very discouraging times, I have consistently said that if you stick to the

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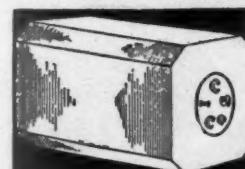
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sheep they will pull you through. Could the present depression in the sheep industry be foreseen? Yes, partially. It is a trite saying that if you start the pendulum to swinging, it will swing too high. So without doubt, sheep went too high, and when the pendulum goes too high it will swing back. Will it swing back so far that the sheep industry must give way under a pressure of low prices? I think not, and except for the unusual combination of circumstances which we have been and are still going through, the depression of prices so far would have been inconsequential. In order to have done exceptionally well, the sheepman must have had a combination of good conditions, a good winter, good lambing, and good prices for wool and lambs.

On the contrary, to have come through unusually bad, there must have been a combination of adverse conditions, such as we have just had, the summer drouth, sheep in poor condition in the fall, a hard winter, high priced feed, a poor lambing, severe weather during bucking time and worse weather at lambing and lower prices; or, as in the case of wool this year, no market at all. Perhaps had we had our usual lambing, the prices would have been even lower. No doubt they would have been. Be that as it may, so far this fall our conditions have been almost ideal, and sheep are going into the winter in fine condition. The cost of wintering will be reasonable, the ranges are thoroughly soaked up so that we are assured of good grass next spring. We will be a little bit more particular, perhaps, in trying to save every lamb, and although the prices may be lower again next year, I believe that even by that time our "biddies," as we frequently term them, will commence to give good account of themselves. It is possible that we may be obliged to meet a marked depression in prices. I rather think with a full lamb crop, prices next season will be considerably lower, but our expenses are really but little heavier in raising a full lamb crop than in growing a partial crop, so that we may hope to break even on our oper-

HOTEL UTAH

SALT LAKE CITY

ROOMS WITHOUT BATH

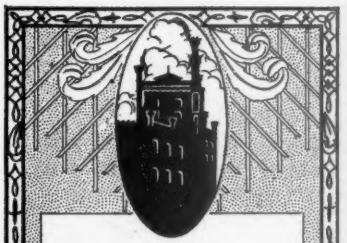
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ations even with lower prices. I am assuming that we will not only have lower feed bills but lower wages for help. A reduction of wages is being made in some industries and must follow in all. There has been a shifting of ownership of sheep, and it will continue, from the man without range rights or land ownership, to those who have these very necessary adjuncts. There must also be a shifting of ownership from the careless, extravagant operator to the careful, economical owner.

The careful and economical sheep and wool grower will consider the rights of his banker in expecting the property pledged as security for money advanced, to be carefully guarded and as economically handled as possible. It is a time when all in interest must work together, and fortunate, indeed, are those who borrow if their lenders are men who understand the sheep business. There is no question that such men as they will appreciate the value of the sheep industry and consider it a worthy occupation as does

the sheepman. The weeding out process is going on whereby the fellow who is not willing to stand by his ship in times of storm will not again obtain credit. I cannot conceive of a more cowardly thing for a man to do, as many have done, than to say to his banker, "Take the sheep and run them yourself." The banker is not as a rule able to run sheep. He has not the time to devote to them, yet when he is told that he can "take the sheep," there is nothing else left for him to do. He would not want a man of that stamp in charge of property that stood behind money borrowed.

When the rift opens up through the clouds (and that it will soon do this is my firm belief) I believe the sheep industry of the West will find itself upon a higher plane than it has ever been before. I believe President-elect Harding is a man who is broad in his vision, a man who will lead toward what must come—an absolutely non-partisan tariff commission. The producers of the United States must have protection to the extent of the differ-

ence in the cost of production here and in other countries. It will take time to enact a tariff bill equitable in every particular. It is hoped that every sheepman will urge upon his friends in Congress, the necessity of an emergency bill. Such a bill should be passed during the next session of Congress. It might be that the Payne-Aldrich tariff bill could be re-enacted. There is double reason for such action. There is a three-year accumulation of wool, hides and even of meat in exporting countries awaiting a market. Europe has not the buying power to absorb this surplus and it is coming to our market just as fast as it is possible to get it here. It is not going to be possible to use immediately this immense supply, so that it will be stored here, awaiting the advance that may be hoped for when a protective tariff is finally passed. In this respect we will be in the same position as we were during the McKinley administration. After a tariff bill was enacted, we received but little benefit from it because of the large accumulation of imported

SHIP YOUR WOOL TO Columbia Basin Wool Warehouse Co.

CAPITAL AND SURPLUS \$500,000.00



Grading and Baling Floor, Portland Warehouse

General Offices:
North Portland, Ore.

Warehouses:
Portland, Ore. Capacity, 15,000,000 pounds.
Boston, Mass. Capacity 10,000,000 pounds.

This company handles wool on consignment only, and by grading and properly preparing clips for market, is able to get full value for the grower.

Liberal advances are made until wool is sold.

December, 1920

UTAH-IDAHO LIVE STOCK LOAN CO.

MONEY TO LOAN ON CATTLE and SHEEP

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Special Attention Given to Consignments

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Solicits wool shipments for direct sale to the mills. Always sold subject to shippers consent.
 LIBERAL ADVANCES. BEST OF REFERENCES.

Hinie Klecker Sheep Commission Co.

We Buy and Sell Sheep Exclusively

612-24 LIVE STOCK EXCHANGE

KANSAS CITY, MISSOURI

THIS SPACE RESERVED FOR MONTPELIER
STOCK YARDS GRAZING PASTURES, AND
OTHER STOCK YARDS OPERATED BY
LEARY & WARREN CO., LESSEES.

wool. The manufacturers knew it was here and they bought sparingly according to their needs; and were able to hold the price down.

I would call attention to one other matter of great importance to the future prosperity of the industry. In the pressure of hard times it is a temptation to be careless in breeding, using cheap rams. Let the banker take heed, and be as liberal as it is possible to be during this period of recovery to normal conditions with the sheepman, in the matter of financing his purchase of rams. I am sure the breeders will be willing on their part to go as far as they can toward helping out by lowering prices, but the cost of producing the best is heavy. The result of using anything but the best rams is adding to and not subtracting from the sheepman's liability. The bankers must realize this.

Along in the latter 80's when the sheep industry had received a black eye, a man came into the Kansas City market with a wagon load of sheep. I remember his name to this day very well, because he explained to me that you could spell it forward or backward as you please, Reeber. He had a wagon load of most excellent yearling wethers. I bought them at 5c a pound. His wagon load of wethers netted him about \$60. On that same day I bought from a commission house in Kansas City, several car loads of sheep that had been on the market for several days, and the transaction was brought about in this way. Mr. Eugene Rust, who was then superintendent of the Kansas City stock yards, came to me and said, "We have a consignment of sheep here in the yard and the commission firm refuses to feed them any longer. The freight has not been paid. They have been here a long time and something must be done with them." "What can we do?" I said, "I really do not know, Mr. Rust. I cannot buy them. I am loaded with all the sheep that I can get money to buy, and I guess I cannot help you out any." Mr. Rust said, "That does not answer my question. What can we do about those sheep. They must be cleaned up in some way." Finally I went with him to the freight

POSITION WANTED

By superintendent now employed with pure-bred sheep. Have also had range experience. Wish to change locality about January 1st, 1921.

MARTIN L. HIBBARD,
Los Banos, Calif.
Care of Romney Ranch.

WANTED 5,000 SHEEP ON SHARES. We control in San Bernardino County, southern California, good winter and summer range, desert for winter and mountains for summer. Can develop water for ten thousand head. For particulars, write Fox & Bates, 610 Third Street, San Bernardino, Calif.

PERFECT EAR TAG



The Tag for Your Sheep



Perfect Ear Tags are so inexpensive that you can't afford to lose valuable sheep by allowing them to run in the pasture or on the range unmarked. Made of light weight aluminum, non-corrosive and non-poisonous. Easy to attach.

SALT LAKE STAMP CO.
60 W. Broadway, Salt Lake City, Utah

Send for Free Samples

Without obligation to me, send FREE Samples of PERFECT EAR TAGS and Price List.
Name _____
Address _____

THE NATIONAL WOOL GROWER

office, we got the freight bills and the stock yards charges for hay, and I made this proposition, "If the stock yards company will lose their hay bill, the commission company will lose their commission, and the Santa Fe railroad will knock off \$12.50 a car from the freight, I will take the sheep." I got them and proceeded to pelt them and feed the carcasses to the hogs. The moral of this story, of course, is that it is better to have a few of the best than many of the poorest.

I have said our "biddies," given a chance, "will come back." About the time of the above incident, a man working for me bought an old black ewe for 75c in the yards at Kansas City. I was sending some wethers out to a feed lot to be cared for by him, and he asked if he might take along the ewe, and I granted him permission to do so. The ewe, however, proved to be a house sheep, and annoyed our landlady by "shimmying" around on her front porch. To keep peace my man gave the ewe to a gardner's wife across the way where he was boarding. The ewe dropped two lambs. She was fed with the chickens, by the gardner's wife, and just before Easter I was out there with my buggy, and told this lady that her flock would probably bring her \$12, so she said I could take them and sell them for her. I hauled them in, sold the two lambs for \$5 each, and the old ewe for \$3, a return of \$13 for an investment of 75c in about four months, less, of course, the expense of feed, and at the price of feed at that time it could not have amounted to over a couple of dollars. This, I think,

Sheep and Cattle Ranch For Sale

Excellent sheep and cattle ranch in Tooele County for sale. Joins best of winter range. Permit on reserve. Good crops of hay and grain. Includes extra early lambing ground. Or will lease lambing ground separately. For further particulars, address

"J. E.," care National Wool Grower.

Phone Was. 8114. Res., Hy. 4139

P. A. DELMUE

603 Deseret Bank Bldg.,
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SPECIALTY

Range Sheep Feeder Lambs

SEND TO US FOR**Coffey's Productive Sheep Husbandry**

The best book of its kind

Price, \$2.50, postage prepaid

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Experienced Handlers and Sellers of Western Cattle, Sheep and Hogs

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It will pay you to get
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COLUMBIAN OPTICAL CO.

337 South Main

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Salt Lake City, Utah

answers the question, if any are in doubt, that sheep, given proper care, will sooner or later bring prosperity to their owners. In looking back, we might chide ourselves for not having sold out when times were good. Self condemnation, however, would be of no value now, and in my judgment, it is the man who plays the game of business, whatever it may be, through good and bad, or as the saying goes, "sticks to his last," who wins out in the end.

You asked me, Mr. Editor, for a three or four column article, or a little longer, and I fear to print all of the above will take too much of your valuable space. Trim it up to suit yourself. So many memories of the ups and downs of the sheep business come to my mind when I stop to review the past, that once started it is difficult to stop.

I wish you and all the readers of the Wool Grower a Merry Christmas and a Happy New Year.

A. J. KNOLLIN.



HAMPSHIRE

The best mutton sheep. Evidence; the highest-priced car mutton lambs ever sold in the world was a car of Hampshires. The price was 42 cents a pound live weight, having beaten all previous records by \$7 per hundred. When you want sheep you want Hampshires. When you want Hampshires let the American Hampshire Sheep Association send you a dandy little booklet and list of live breeders.

Write Comfort A. Tyler, Secretary, 14 Woodland Ave., Detroit, Mich.

The subscription price of the National Wool Grower, \$1.50 a year.

SNOW AND PERPLEXITY IN SAN LUIS VALLEY

San Luis Valley, Colorado, fall weather conditions were perfect in the valley, although snows came early and heavy in the high ranges.

Feed is cheaper than for some years, but not nearly cheap enough to show the sheepmen where they can make a profit trying to catch their breath after the years of wool manipulation by the Democrats, nor to show us where a profit can be made in our lamb feeding because of the outrageous slump in fat prices of all meats and the restricted credits, caused by the Federal Reserve Bank stand towards the livestock grower and the farmer, and I am not a Non-partisan League follower, just an old-timer trying to see daylight in what ought to be a legitimate business.

Not nearly so many lambs on feed here as in former years.

When writing advertisers, please mention the National Wool Grower.

The American Shropshire Registry Ass'n.

Organized 1884
Share of stock, \$5.00
6,500 Stockholders
No annual dues.

The best dual-purpose sheep in America.

J. C. ANDREW
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American Rambouillet Sheep Breeders Ass'n

Membership Fee \$10—No Annual Dues
Flock Books Free to Members. Volumes XXII and XXIII are being bound together and will soon be ready for distribution. Pedigrees now being received for Volume XXV. Over 115,000 sheep on record.

President
Frank R. Cock, Belle Fourche, S. Dakota

Secretary
Dwight Lincoln, Marysville, Ohio
For history of the breed, list of members, rules, pedigrees blanks, etc., address the Secretary.

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Organized 1911

More Wool Better Mutton
Best Constitution

Romneys Bear Investigation
They are Money Makers

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NATIONAL Wool Grower

Volume X Number 12

SALT LAKE CITY, UTAH, DECEMBER, 1920

Subscription \$1.50 per year



"When Shepherds Watched Their Flocks By Night"

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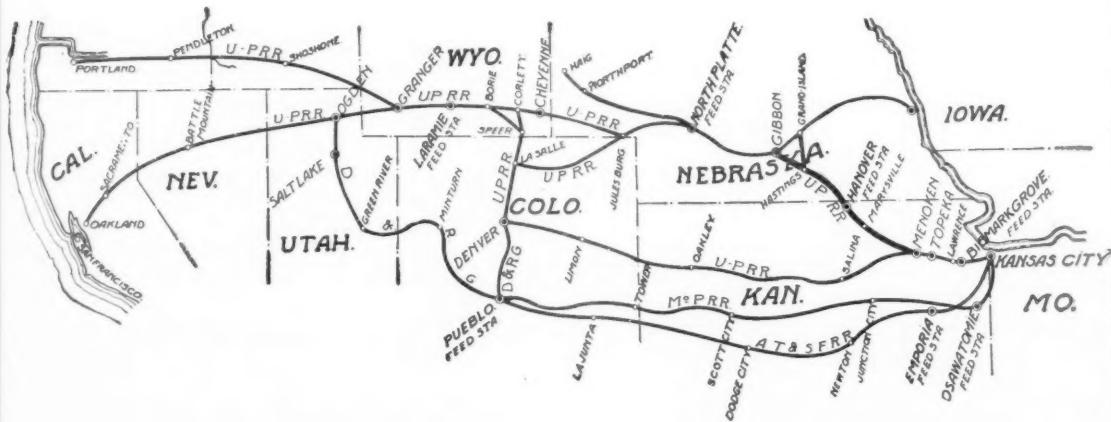
Do You Know the Way to the

Great Kansas City Stock Yards

The Biggest Packing Center in the West

In the Heart of the Greatest Feeding Section Where Sheep and Lamb Growers and Feeders Get Full Market Value

This map shows the main trunk lines, together with feeding points, from the Intermountain country to Kansas City.



Kansas City is the only market in the United States where each of the five Big Packers, Armour & Co., Cudahy Packing Co., Morris & Co., Swift & Co., Wilson & Co., maintains a packing establishment. Besides these there are five other packing plants, regular order buyers, and local packers.

BIG STEADY DEMAND IS SURE

Demand for Stock and Feeding Lambs
Is of Large Volume and Increasing

Write Your Commission Firm, or the Kansas City Stock Yards Company for Market Quotations.

SHIP YOUR SHEEP TO DENVER



DENVER IS THE GREATEST SHEEP
MARKET IN THE WEST
EVERY MODERN CONVENIENCE
FOR HANDLING SHEEP IN
TRANSIT

UNLIMITED DEMAND FOR FAT
SHEEP AND LAMBS AND FOR
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BUYERS FOR THE FEED-LOTS AND
PACKING HOUSES CONSTANTLY
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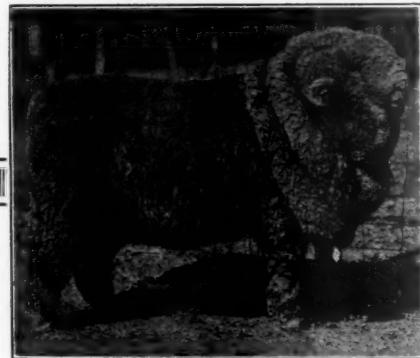
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IN THE WORLD

SHIP 'EM TO DENVER IF YOU
WANT SATISFACTION

DENVER HAS
THE LARGEST
CONCRETE
SHEEP
BARN
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RAMS
RAMBOUILLETS
EWES



At the 1919 Salt Lake Ram Sale our single stud rams averaged \$470 each, our stud ewes \$156 each and our lot of 100 range rams sold at an average of \$97.50 each. For an off year these prices speak well for the quality of our sheep.

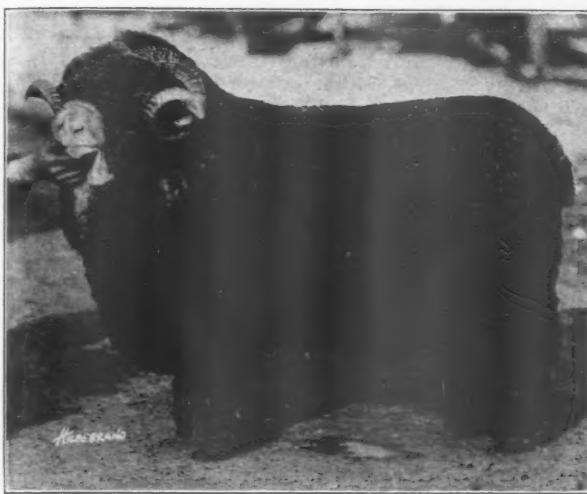
We are breeding large, useful, heavy-wooled Rambouilletts and have a flock of 1200 registered ewes. We invite your inspection of this flock and in season offer stud rams, stud ewes and range rams for sale.

QUEALY SHEEP COMPANY
COKEVILLE, WYOMING

December, 1920

THE NATIONAL WOOL GROWER

5



Majestic Jr., Champion Ram at International, 1919
Bred by F. S. King Bros. Co.

F. S. King Bros. Co. LARAMIE, WYOMING

Breeders of

Rambouillet and Corriedale Sheep



Guthrie Australian Yearling Corriedale Rams, Imported by
F. S. King Bros. Co., Laramie, Wyoming.

RAMS FOR SALE



Hampshires

Cotswolds

Oxfords

Rambouilletts

Lincolns

Shropshires

Range-Raised, Hardy, Prolific

My 1920 offering includes both range and stud rams. Some are registered; some, purebred but unregistered. All are from my own flocks.

I AM A BREEDER, NOT A DEALER

Registered Ewes

I shall also have for sale this year a limited number of registered Suropshire ewes. Write for prices and complete information.

Other Livestock

Also breeder of Belgian horses, Berkshire hogs, Shorthorn cattle, Romney sheep. (Romneys all sold for this year.)

Knollin Rams—Better Lambs

Sheep shipped to 23 states during 1918-19. Nearly 500 customers, all satisfied. The name of KNOLLIN has been associated with QUALITY and FAIR DEALING for over half a century. Get my prices before buying.

For Prices and Particulars, Address

A. J. KNOLLIN
Box 478 Pocatello, Idaho



One of My Stud Rams

CALIFORNIA RAMBOUILLETS

My Rambouillet are large, smooth and well covered with heavy fleeces of long white wool. They are bred in a high, dry country and are very hardy. I have 2000 one and two-year-old rams for this season. If you visit California, call and see my flocks. My prices are reasonable and my rams will suit the range country.

**CHAS. A. KIMBLE,
Hanford, Cal.**



One of My Stud Rams

RAMBOUILLETS

We are offering 80 head of Purebred Yearling Range Rams at \$50.00
Offering 200 Ram Lambs, 50 per cent Polled.

J. E. CORBETT & SONS, Bancroft, Idaho

CORRIEDALES

The Wyoming Corriedale Sheep Company offers for sale a limited number of imported and home-raised registered thoroughbred Corriedale ewes and rams, from prize winning or exceptionally fine ewes, bred to champion rams, imported from New Zealand. These Corriedales in their respective grades, are equal to any in the world, and afford a splendid chance for the small breeder to secure a foundation flock of the coming sheep of America.

We also have for sale fifteen hundred yearling seven-eighths and fifteen-sixteenths Corriedale rams—the ideal ram for the range man! These rams, sired by imported Registered Stud Corriedale rams, out of selected one-half and three-quarter bred Corriedale ewes, are large framed, carry a long staple, and fine fibred and lustrous fleece.

Correspondence invited and full description and prices furnished on request.

Wyoming Corriedale Sheep Company

F. S. King, President

W. C. Bond, Secretary-Treasurer

Cheyenne, Wyoming

Romneys and Lincolns

We offer fifty imported Romney ewes—two years old. These ewes are all tried and proven breeders. They will be bred to either our Quested or Foster Clark bred stud rams. These ewes are in good condition, have lots of bone and remarkable fleeces. Orders will be booked now for fall shipment. Also five Romney stud rams.

Our Romneys Carry the Best Blood of English Flocks

Our Lincolns have marked progress for the breed. Our sales and show records have placed our flocks at the front. Wright's 236 heads our flock.

**Romney and Lincoln Show
Flocks our specialty.**

J. H. PATRICK & SON

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Exporters of all breeds of stock, draft horses, beef breeds of cattle and show and breeding flocks of sheep a specialty. You can buy imported stock cheaper through us than in any other way, and we hope to get your inquiry at once, so that we can fit you out before this country is skinned of good stock, as it soon will be now that the war is over.



Knollin-Hansen Company

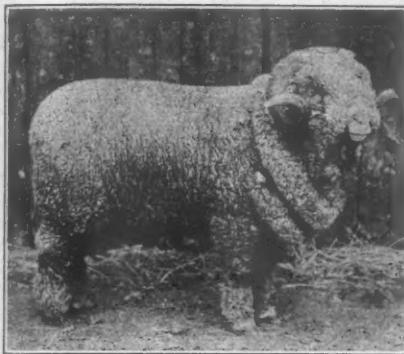
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Bronze Turkeys.

CORRESPONDENCE SOLICITED.



UNREGISTERED

350 pure bred Rambouillet ewes
50 pure bred Rambouillet yearling ewes

REGISTERED

50 pure bred Rambouillet yearling ewes

These ewes are of our own breeding, are unexcelled in vigor, conformation, and fine fleeces, by any sheep in the country, and are now being bred to some of our best rams. Also 12 registered 2-year-old ewes bred to a very promising son of our \$3,000 ram. All the above in lots to suit purchaser.

For further particulars, apply to

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Rambouillet

Sold out for 1920. Fine crop of ewe and ram lambs coming on for the 1921 trade, to be sold in lots to suit.

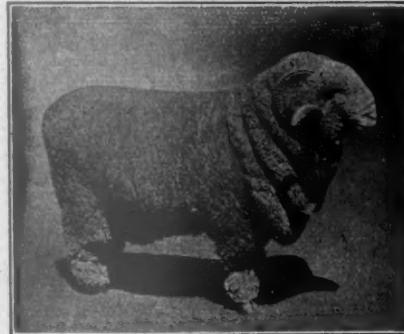
W. S. HANSEN, Collinston, Utah.

Lincoln ... RAMS ... Cotswold

We are offering one car of Lincoln Ewes from one to three years old, both imported and home bred. Also Lincoln and Cotswold Stud Rams.

Also one carload of Lincoln and Cotswold Range Rams.

R. S. ROBSON & SON
Denfield, Ontario, Canada



"SAN PETER"—Sheared 51 Pounds
at head of W. D. Candland's flock
Mt. Pleasant, Utah.
Ewes and Rams For Sale For 1920

Mt. Pleasant Rambouillet Farm



OUR 1921 RAM LAMBS
are now ready for market. Special prices on early delivery. Also 200
ewe lambs for sale.

Want a good Rambouillet fitter and feeder. Apply to John K. Madsen

John K. Madsen

Phone No. 147 P. O. Box 219
MT. PLEASANT, UTAH



Deseret Sheep Co.
 Breeders of
COTSWOLDS
 BOISE, IDAHO

For Season of 1920 we offer

**700 Head of Cotswold Yearling
 Range Rams
 Also Stud Rams and Ewes**

These are all extra well grown and
 are of superior quality.

Will also offer a few Cotswold Ewes.



ONE OF MY STUD RAMS

**NEW ZEALAND
 CORRIEDALES**

My flock embraces some of the best sheep New Zealand has ever produced, being heavy wool producers of beautiful, long staple, fine, lustrous wool, 50's to 56's quality.

Constitution is always my first consideration. My sheep thrive well in any range of climate from the equator to the southernmost regions of settlement.

*Corriedale Sheep are the Best
 Herders in the World.*

I am the owner of the Champion Ram and Ewe of New Zealand and at the head of my stud is a Ram that has produced more champions and prize winners than any Ram in New Zealand.

Purchasers getting sheep from me have no chance of getting anything but pure blood, as I do not breed half breeds or any other breeds of sheep.

My success has been due to the fact that I never allow a Ram to leave my flock, that I do not consider fit to use on my own Stud Ewes.

I can accept orders for a limited number of Rams or Ewes.

I shall be pleased to receive a call from American sheepmen, or answer any enquiries. For further particulars, apply to

T. O. HAYCOCK

Martinborough, New Zealand

or Murray Roberts & Co., Shipping Agents,
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Crossbreds**RAMS**

Crossbreds

We are offering for sale in any sized lots, Crossbred Yearling Rams. These are out of Purebred Rambouillet Ewes and sired by Registered Lincoln Rams. In quality and size they are not excelled by any Crossbreds.

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IN THE BLUE GRASS STATE

*Our Showyard Records will prove to you
that this is America's Leading Flock*

FOR INFORMATION, WRITE

Walnut Hall Farm

DONERAIL, KENTUCKY
H. J. BARBER, Manager Sheep Department

The National Wool Growers

56th Annual Convention

January 17, 18, 19, 1921

SALT LAKE CITY, UTAH

Every Wool Grower is invited and expected. Send now to the Secretary your suggestions for action by the convention. They will be put before the proper committees.

THE JANUARY WOOL GROWER WILL GIVE FULL DETAILS. IT WILL BE ISSUED TO REACH READERS BEFORE THE CONVENTION.

The Sixth Annual Ram Sale

August 29, 30, 31, Sept. 1, 1921

At Fair Grounds, Salt Lake City, Utah.

**AN EDUCATIONAL EVENT
A BUSINESS OPPORTUNITY**

Examine the Record! The Prices Paid at this Sale have given buyers the highest value for their money.

	1920	1919
Rambouillet Stud Rams—Average per head	\$159.84	\$300.19
Rambouillet Range Rams—Average per head	48.73	85.57
Hampshire Stud Rams—Average per head	94.43	199.63
Hampshire Range Rams—Average per head	37.69	53.64

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COOPER'S DIP is the most

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Powder Sheep Dip in the world. It has stood the test of over 74 years' competition in all the sheep countries of the world.

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The Knollin Sheep Commission Co.

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All Our Salesmen Are Stockholders

Your Interests Are Our Interests

No kicks coming. All satisfied customers. Why?—Because expert sellers know their business. Ship to a firm where you take no chances. Keep your young Ewes. Good time to stay in the sheep business. No demand on market for Ewes.

Write us for our Weekly Market Bulletin which we will send you free of charge. It will do you good to read up-to-date market information.

Receipts for sheep and lambs at all markets were 550,000 less in August 1920, than in 1919. This means better prices later on. Stick in the game—you may get a better hand next deal.

Write Us, Wire Us, Ship to Us

C. H. SHURTE, Chicago Salesman

ED NOLAN, Omaha Salesman

The National Wool Growers

56th Annual Convention

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The Big Sheep Firm at the
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Your Interests Are Our Interests

No kicks coming. All satisfied customers. Why?—Because expert sellers know their business. Ship to a firm where you take no chances. Keep your young Ewes. Good time to stay in the sheep business. No demand on market for Ewes.

Write us for our Weekly Market Bulletin which we will send you free of charge. It will do you good to read up-to-date market information.

Receipts for sheep and lambs at all markets were 550,000 less in August 1920, than in 1919. This means better prices later on. Stick in the game—you may get a better hand next deal.

Write Us, Wire Us, Ship to Us

C. H. SHURTE, Chicago Salesman

ED NOLAN, Omaha Salesman

The Corner Stones of Success

To endure, must be laid upon a solid foundation. Especially true is this where the business relation is of a "Personal Service" nature, upon the proper performance of which the customer must place his confidence and trust.

Such is the Commission Business! And we have labored to successfully build an enduring business in the Good Will and Confidence of the trade by selecting Corner Stones of merit—laid upon a solid foundation.

So have we builded upon the Corner Stones of Salesmanship—Service and Courtesy, deeply laid in the solid foundation of "Personal Hon-

esty"—"Business Integrity"—and "Financial Security."

The measure of success attained is recorded in the wide recognition of the quality of service rendered and of the principles upon which our business is founded by a constantly increasing business.

After a decade of service—may we not too express our appreciation of your valued patronage, respectfully solicit a continuance of same, and assure you our utmost endeavors in the future—as in the past—will be to merit your confidence and esteem.

Union Stock
Yards

W. R. SMITH & SON

"NOTHING BUT SHEEP"

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Omaha

American Falls—American Fork—Ashton—Arco—Afton—Burley—Beaver—Brigham—Bancroft—Buhl—Blackfoot—Coalville—Castledale—Downey—

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Leading Implement and Hardware Dealers—Utah and Idaho.

Buying in huge quantities and carrying large stocks at locations convenient to you in our many Branch stores, enables us to give you economical and most excellent service. - - - Come in or write us.

Sheep Camps, Wagon Gears, Stewart Stoves, Stewart Power and Hand Sheep Shearing Machinery, Black Leaf and Sulphur Dip, Kemps and Acme Branding Fluids, Camp and Herders General Equipment, Wool Bags, Twine, Etc.

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District offices at Salt Lake—Idaho Falls—Twin Falls

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The great problem today is the rising cost of doing business, and the problem is just as vital to the feeder as it is to the manufacturer and the merchant.

This condition naturally creates a big demand for an economical feed. The cattleman wants a feed that reduces the cost of producing beef, the sheepman the cost of producing wool and mutton, the dairyman the cost of producing milk, and so on down the line.

Buying the right feed at the right time, at the right price and being assured of definite delivery, are important items with the man buying feeds.

We are prepared to supply Feed Wheat, Barley, Rolled Barley, Corn, Cracked Corn, Oats, Rolled Oats, Linseed Meal, and other feeds, grains and produce.

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Like all Wilson products, our Certified Ham is selected, prepared and handled with the *respect* due your food—the care your mother exercises in preparing your favorite dish. Ask your dealer for Wilson's Certified Ham and Bacon.

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Because of its excellent facilities and unsurpassed railroad service, men in search of feeders come from Nebraska, Iowa, Minnesota, Wisconsin, Michigan, Illinois, Indiana, Ohio, Pennsylvania, Missouri, Kansas, Virginia and other states.

The past year has been another record breaker on receipts—3,789,734 head having been received as compared with 3,385,696 head in 1918, an increase of 404,038 head or nearly 12%

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